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SPECIAL NURSERYMEN'S EDITION
U.S. Department of Agriculture

VOLUME Two

NUMBER FOUR

ONE DOLLAR A YEAR

BETTER FRUIT

October 1907



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The house of F. NEWHALL & SON of Chicago, has for sixty years been trying to educate the people of the East to demand high quality fruit and pay high quality prices, and the movement toward extreme high quality packing at Hood River and a few other Western points is a decided help in this direction. We may not buy a package in your territory this year (we bought but little there last year, though very heavily in other sections) but we are going to be on the ground just the same, and if prices seem in line with other fruit equally good at other points, we are going to pay just a little more for the name, Hood River. If your prices look a little above our views on a buying proposition, possibly we may interest some of your people as their representatives in Chicago. At any rate, we shall try to become better acquainted with the Hood River people and its fruit interests.

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OF UP-TO-DATE AND PROGRESSIVE FRUIT GROWING AND MARKETING

RELATION OF THE NURSERYMAN TO THE GROWER

IT can be truthfully said that no more eventful step was ever taken for the good of horticulture on the Pacific Coast than the formation of the Pacific Coast Nurserymen's Association. Like all efforts to organize a society that places restrictions on the business affairs of its members its inception was attended with many difficulties. It has been of benefit to the nurseryman and the fruit grower alike and now numbers over 100 members. In an address on the association's work and its history F. W. Power, the retiring president at its annual meeting at Salem recently, said:

"It is with pleasure that I appear before you today at this, our seventh meeting and fifth annual convention, and at the close of one of the most prosperous seasons we have ever enjoyed in the nursery business on this Coast. Nearly all kinds of fruit have brought good remunerative prices to the growers, thereby making a demand for more trees; and, while prices have not advanced in proportion to the advance in price of labor and other expenses in the nursery, there are probably few here who were unable to dispose of the majority of their stock. The prices of nursery stock should advance in at least a fair ratio of the advance in labor and the advance price of fruit. Probably one of the most trying features in the nursery business today is securing suitable help, as work in railroad building and other lines has taken up nearly all the supply of laborers at higher prices than we can afford to pay at the present price of trees.

History of Association

"In May 1893, a handful of enthusiastic nurserymen met at Salem, Oregon,

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WHERE AND HOW TO MARKET YOUR FRUIT

in the office of the Oregon Wholesale Nursery Company, for the purpose of organizing a nursery association. A meeting was held in June of the same year, when the Oregon Nursery Association was organized. This held semi-annual meetings at Portland, Tangent, and Salem, until 1896, when it was disbanded, but the outgrowth of this association was the forming of the present association.

"The first meeting of the present association was held in February, 1903,

for organization, and in June of the same year the first annual meeting was held at Portland, Oregon, in the Perkins Hotel, when the membership was twenty active and five honorary members. The second annual meeting (and third actual meeting) was held at Hood River, Oregon, July, 1904. The third annual convention at Portland was held during the Lewis and Clark Exposition in 1905, in the Marquam building, when the active membership had grown to thirty-seven. The fourth annual meeting (fifth actual) was held last July at Tacoma, Washington, when under the efficient presidency of Mr. Eckert, the membership had reached nearly fifty. A sixth, or mid-winter meeting was held last December at Hanford, California, in conjunction with the California Fruit Growers' Convention and Inspectors of that state. A fine program had been prepared, and on two different occasions automobiles and carriages were furnished all in attendance to enable them to see the fruit section around Hanford. Nearly twenty-five from the Northwest attended the convention, stopping off at Santa Rosa on the way, to visit the grounds of Luther Burbank, the great plant breeder, and see the Vrooman walnut orchard. I am certain that all felt fully repaid for their long journey.

"I have always thought that much good could be accomplished by the nurserymen, inspectors and fruit growers all meeting at one place, becoming better acquainted and discussing topics of mutual interest, and I hope to see this in the future one of the regular features of this association; and am certain that much friction at time of inspection could be avoided if more of these meetings were held and am



MEMBERS OF PACIFIC COAST NURSERYMAN'S ASSOCIATION IN THE GROUNDS OF THE OREGON NURSERY COMPANY, SALEM,
OREGON, JULY 12, 1907

pleased to see such a representative body of the various interests at this meeting.

"We should make it a point at these meetings to discuss horticultural law, both as it is and as it should be amended; and if the inspectors and nurserymen at these meetings could agree upon a more uniform law for the various states and all work together in getting such laws through the legislatures, what a benefit it would be to all concerned. Special committees should be appointed by this association to meet with like committees of inspectors and horticultural commissioners to prepare needed changes in the laws. At this meeting there will probably be a better representation of the heads of the horticultural departments of the Pacific Coast states than has ever before been held, as not only Oregon, represented by its president, secretary, and several of the district commissioners, but the head of the department for Washington, and a representative of the California commission are also present, and we did at one time hope to have the head of the Idaho commission and the Deputy Minister of Agriculture of British Columbia present. We also have a good representation of the Agricultural Colleges at this meeting.

Recommends Innovations

"I have noticed in the proceedings of the American Association of Nurserymen that they advocate a claim department, to which can be sent all claims against railroads, and I would heartily recommend this to our association. One of the objects of our association is to accomplish more by united effort, and there is no doubt that claims could be collected quicker and better if handled by the association than they can where each member tries to collect them himself. It would pay us well to have some one to look after this department of our business, and pay him for the work performed out of the collections made.

"Our committee on legislation did hard work last winter before the Oregon legislature, but without accomplishing much results. We hope for better success in the future; it is only by united efforts that anything can be accomplished.

"I also wish to call attention to the benefit of exhibits at these meetings, and we should try to make this a more prominent feature of our conventions. This cherry exhibit I am certain is enjoyed by all who attend this meeting, and demonstrates far better than any

paper could do the possibilities of the cherry in Oregon.

Along the same line is the work of our experiment stations, and, as nurserymen we should do everything in our power to aid them in their great work. You will notice that the experiment stations and state horticultural commissions responded liberally on our program.

"I also wish to speak a word for the various horticultural and nursery papers and the assistance they have given towards making this meeting a success. Every horticultural paper but one, on the Coast, and several in the East, have

trained and encouraged to plant more roses and ornamentals, and I think we devote too much of our time to the commercial side of our work, and too little to the esthetic. Our streets and lawns could be much improved and at little expense if every one would do just a little. Do not look upon a few dollars spent in beautifying your home and city, as money wasted. Every dollar spent in beautifying your home will increase its value many fold, not to mention the enjoyment you will get from it yourself.

"I am pleased to say that during the past season our membership has more



SCENE ON THE GROUNDS OF THE PUYALLUP NURSERY AT PUYALLUP, WASHINGTON

printed free of charge all notices sent them of this meeting, programs, etcetera, and we owe much of the success of this meeting to the publicity they have given it. Nurserymen, as a rule, are not heavy advertisers, and we should do more toward assisting these papers in their work, as we have some on this Coast of which we may well be proud.

Should Plant More Trees

"I do not think that the nurserymen take enough interest in the American Civic Association. People should be

than doubled. We now have a good strong association of over one hundred and by a little effort this year twenty-five or thirty members could easily be added, bringing the total up to one hundred and fifty active members. Through various notices in the nursery and horticultural papers, we are now getting applications from Eastern nurserymen to join our association, and have now several of them enrolled as members. While we do not solicit Eastern members we do urge every nurseryman on this Coast to join with us as, with a membership of two hundred, we would be in a position to get better transportation rates and more uniform legislation. We should have a sixteen thousand-pound minimum on the smaller cars on this Coast, the same as they have in the Eastern states and in the Western classification.

"Since our meeting at Tacoma last July, we have introduced the Badge Book and badges for members, which I am certain you will find a great convenience, both as a directory and also in locating members with whom you are not acquainted.

"I would suggest that our by-laws be changed so that the president appoint the chairman of each committee, and in ones like the legislative committee, a chairman for each state and let the chairman select the other members. A committee that is too widely scattered can never do the best work.

"In closing, I wish to thank the mem-



MEMBERS OF PACIFIC COAST NURSERYMAN'S ASSOCIATION STARTING FOR A TRIP THROUGH THE NURSERIES, SALEM, OREGON, JULY 12, 1907

bers for hearty support and co-operation they have given me the past year."

One of the most valuable addresses made at the meeting was that of Mr. John Isaac, secretary of the California State Commission of Horticulture, who spoke on the subject "Nursery Stock Inspection." Mr. Isaacs' address in part is as follows:

"It is said that eternal vigilance is the price of liberty and the truth of this is recognized instinctively, as is evidenced by the disposition of us all to resist at first whatever appears like an innovation, especially if such innovation in any way appears to affect us in our business

the boreal meet. In consequence vegetation was brought to us from the four quarters of the globe, and with it came its insect adherents. We have a glorious climate, and it was fondly claimed that in it all the good things would flourish, all the bad things would perish, and that it was not possible that any injurious insect would or could exist in a climate that was good for all else. And we are still regaled with the same fairy stories. We began thus the importation of pests, all bad, some of them not very serious, but we soon found among them the San Jose scale. That was a real pest and in a short time we

came the present system of fumigation. But upon all artificial attempts to get rid of it the pest seemed to thrive, and, if the bug had any sense of humor, it must have laughed at our futile attempts to banish it. We finally overcome it with its natural enemy, but that is another story.

"It was these experiences that gave rise to our system of horticultural quarantine. It was something like locking the stable door after the horse was stolen, but we expected to get another horse and intended to take care of it. There were two problems before us: to get rid of what pests we had, or, at least, to reduce them to a condition of innocuous desuetude, and to prevent any others from obtaining an entrance.

"With these ends in view, our present system was inaugurated and after many amendments and corrections, we have a fairly good system although it is still open to improvement.

"The necessity of some action looking to the protection of the orchardists, if California was to grow fruit, was thus forced upon us, and, recognizing the importance of the fruit industry to the state, the legislature passed a law organizing a state board of horticulture. The state was divided into districts and a member was appointed from each district. This was all right, as far as it went, but nine men working without compensation could not be expected, however patriotic, to look after the horticultural interests of the whole state, and the next move was the organization of the county boards of horticulture, whose duty it is to look out for the individual counties.

"A rigid system of inspection was provided for, by which all stock entering the state, or passing from one county to another, was to be thoroughly investigated before it was allowed to pass; the work of inspecting in the counties being left to the county officers, while, at the ports of entry, the state board stationed inspectors, whose duty it was to look after everything arriving by sea. By arrangements with the transportation companies, the horticultural inspectors of each county were notified of the arrival of nursery stock from outside points by the local agents, while the postmaster general instructed the postmasters of the state to give notice of



SECTION OF CHERRY BLOCK, BUDS TWO AND ONE-HALF MONTHS OLD ON GROUNDS OF FANCHER CREEK NURSERIES, FRESNO, CALIFORNIA

or our personal rights. This disposition to resist, has been mildly termed conservatism, and where it is carried too far it is known as 'knocking.' It is sometimes a bar to progress, but more often a check on recklessness. All good systems have had to stand the test of opposition from conservatism, until they have proven themselves of value, when they have been adopted and we, who live under improved systems and appreciate them, wonder at our forefathers for their opposition. The test of opposition is a good one, for the good will prevail in spite of it, while the bad succumbs and goes down before the test.

"So much by way of introduction. I will now come to my subject and touch upon the opposition which has been felt, if not openly expressed, between the nurserymen and the tree inspector, but, which has now, fortunately, reached a stage where the two are coming together and realizing that they are working for the same purpose and that, instead of being opponents, they are allies working to the same end—the introduction of healthy and clean stock.

"The system of tree inspection originated in my state and was forced upon us by necessity.

Importation of San Jose Scale

"In the early history of California all nursery stock was brought in from all parts without question. We possess a varied climate, where the tropical and

were doing as they are doing in the East now, destroying our trees to get rid of the bug, but it wouldn't stay got rid of. We looked around for remedies and finally struck upon the salt, sulphur and lime wash, and that helped some. We now have a native parasite that takes care of it for us, but we still have it, and always shall, and it works in perfect harmony with the climate.

"The next importation of consequence was the cottony-cushion scale, and when this came we sat up and began to take notice. It was an insignificant looking bug, but it was good, and it increased and multiplied, even if it didn't replenish the earth, and that without number. In a short time our orange orchards were a mass of scales. They were so thick that there was no room on the trees for fruit and many growers who started to grow oranges, when they found that they were only producing a crop of nasty bugs, cut out their orchards and burned up the trees. But this did not get rid of the scourge, for the scale took to the wild vegetation, and it was evident that, to get rid of it by fire, it would be necessary to burn up the whole country. We tried all sorts of sprays and washes, and out of the experiments made



ORCHARD OF CHARLES MESERVE,
MANAGER OF THE GRANTS PASS FRUIT GROWERS' UNION
No more enthusiastic orchardist than Mr. Meserve resides in Oregon. With the help of a few faithful workers he has accomplished wonders in rejuvenating the orchards of this district in the past year

any plants arriving from foreign countries by mail. The custom house officers also have instructions to pass no plants until they have been certified to by the state horticultural quarantine officer. So the quarantine line was as close as it could be reasonably made.

"Of course, such restrictions bore heavily upon some, and at first it appeared that they had been made in the interest of some particular clique, and, in order to show how mistaken people may be, I will state that about a year since I received a letter from a prominent California nurseryman, claiming that our inspection laws were bearing hard on him, and it was evident that they were made to injure our local nurserymen and were wholly in the interest of the tree importer. The same day I received a complaint from a prominent Eastern entomologist, voicing the feelings of the shippers of the stock from his state, complaining that our laws were evidently made to bar out Eastern stock, and to give our local men a monopoly of the trade. Of course, both were wrong. Our horticultural laws are maintained wholly for the purpose of protecting what is today the greatest industry of our state, and if it bears hard upon any one, it is incidental and not intentional.

"We place nursery stock in three classes. First, that which is infested with pests or diseases which are new to our state. Any stock of this class is held up. If it is worth the trouble, the owner can have it returned at his own expense, but it can not be allowed to enter. Second, stock which is infected with pests which are already established in the state. This stock is fumigated or treated, and held until the inspector is certain that it is clean and it is then released. The reason why it is required that such stock shall be clean before it is allowed to pass is that the orchardists are required by law to spray, fumigate or take other means to keep their trees clean, and, such being the case, it would be notoriously unjust to allow infested stock to be introduced and sent to them or into their section. The third class—

clean stock—is, of course, passed without question."

W. D. Ingalls, proprietor of the Yakima Valley Nursery, who was elected president of the association for the ensuing year, read a paper entitled "The Necessity of United Effort." It is most excellent from many standpoints and is as follows:

"We have left our work. We have turned our backs upon business. We have gathered together for a brief spell in this beautiful city situated in this old historic valley. Somehow when I look about this western country there is a map before my vision. The Willamette



E. E. SAMPSON,

Manager North Yakima Horticultural Union. Through Mr. Sampson this organization has been made one of the most effective on the Coast

Valley is the center from which radiate lines in every direction. These lines show the progress of civilization from this common point. We have come from these outside points and we trust

that all care has been left behind, and that we meet on a common ground from which we may view the living aspect, discuss the living present as well as the unborn future. Probably the present summer, more than all other times together, has demonstrated to us and has convinced the outside consumers of our fruits that this great Northwest is to be the fruit country of the world. Here as in no other place can be raised the fancy fruits which we hope in time to introduce into all markets for the benefit of the poor as well as the rich. God seems to have had an eye to this from the beginning. He supplied the soil and gave it the proper slopes and elevations. He has even tempered the very ocean so its influence is abroad in the land. Where rain is withheld, the rivers come from high up in the mountains and irrigation is made possible. This land of the west; this great land where nature stretches out her best hand to assist mankind. It only remains for us to use the talents entrusted to us and complete the plan. All lines of business are being pushed. All business men are relying upon and confiding in each other as they never did before. Fruit growers are banding themselves together into horticultural unions. This is done to assist each other in the economy of raising and distributing their goods as well as to maintain prices. Now we have met as a body of business men. We are more than that. We are also producers. We even supply the means for others to become great producers of the good things of life. Without the nurserymen the fruit industry would languish, the cities become less beautiful, the homes less pleasant. Did you, fellow nurserymen, ever think of the greatness of our opportunity, the vastness of our responsibility, the opportunity to build up this great country for the benefit and enjoyment of the world's population, the responsibility for so doing? In this assembly, we are discussing various subjects for our mutual benefit and to our mutual advantage. Now it seems to me that we should thoroughly and unreservedly open our ears to one another in the matter as to how we may each and every one assist this association and the individuals of this association as well as ourselves, how we may best unite our interests and efforts for the good of ourselves and our customers. Remember, that we are doing more to develop, beautify, and enrich this land than any other class of producers. The farmer purchases a few dollars' worth of our stock and it multiplies the value of his land; but we are responsible to him for the quality of his investment. We must keep up the present high standard of our trees, but with the advance in the cost of living together with the higher wages we must pay our laborers, and the greater cost of land upon which to raise our stock, we in reason must make a proportionate raise in the price of our wares. This should be done upon bush-hacking here and splicing there. We ness principles. There should be no should meet both consumers and competitors in all frankness. There is nothing that makes friends in business like an open discussion of the points that interest all parties. Why can not we make this matter final, absolute and universal in the association?

"Then in the matter of importations. There should be some plan of securing the stocks for the entire association and by shipping in large quantities to some



ROYAL AND FRANQUETTE WALNUTS ON CALIFORNIA BLACK GRAFTS AT FANCHER CREEK NURSERIES, FRESNO, CALIFORNIA. TWO MONTHS OLD

BETTER FRUIT

Page 11

common distributing point we can greatly reduce the cost as well as facilitate transportation. It is said that in union there is strength. Why is this not true in our business? This eternal hacking and splitting, this forgetfulness of principle and thoughtfulness of self, should it not be set aside? Why should not every one put his shoulder to the wheel and uphold the business and prosper with it? In the past few months, I have known a few nurserymen—so called—who have gone and actually purchased orders. That is who have sold trees and made such concessions to their customers that it was virtually buying the business. Now this was a stab not only to the trade in general but more particularly to their own sales. I can conceive of nothing more to the detriment of both buyer and seller than this state of affairs. The planter who has purchased of a weak, vacillating, or unscrupulous seller will find in the end that he has paid entirely too much for his whistle. Some know and some do not know the difference. I do not believe in anything exacting or exorbitant. I have seen the cherries from one tree in the Yakima valley sold for the sum of \$60 this season. Now tell me; what was the value of that tree to its owner? That man has not, from year to year, given that tree half the attention as did the nurseryman—whoever he was—during its two tender seasons. Real estate men everywhere are organizing publicity committees. Why wouldn't it be a good thing for us to do the same thing and educate the planter as well as ourselves? The poor nurseryman builds poor orchards, the good one good orchards. The success of the planter depends on the reliability of the nurseryman; that of the nurserymen on the planter. The laborer is surely worthy of his hire. The nurseryman who builds a good thrifty orchard that is free from disease and true to name is entitled to just compensation. We are constantly confronted with new problems and meet with new difficulties in the propagation of stock. There are new pests appearing. J. M. Brown discovered one the other day. I don't see why he did it. I always considered him a gentleman of more discretion. But he did and we will have to keep it out of our nurseries or he will destroy our trees. And so the merry work goes on and we are beset by new laws that it is claimed meet the new conditions of the times. For me, I need the assistance and association of other nurserymen more than anything else. I feel that this meeting is an element for good. It is a source of inspiration and aspiration. Because of this meeting there will be more and better trees raised and put upon the market in better condition and to better advantage."

Many other interesting papers were read and addresses made at the meeting, in connection with which Orchard and Farm says:

"One of the most far-reaching results of the convention was the sentiment for co-operation among the growers of the Willamette Valley. This was brought to a head on the last day when E. H. Shepard, the manager of the Fruit Growers' Association of Hood River, conceded to be one of the best managed associations in the country, addressed the members and told them what results had been obtained in the community up the Columbia. The Hood River grower, both of small fruits and apples, is receiv-

ing far more for his product now than he did before the co-operative plan was tried and practically all the fruit is going into markets where there is that day a strong demand for that particular product. This is done by telegraph reports on the market. One of the strong points brought out by Mr. Shepard was the fact that the manager of such an association should be a business man and not a farmer and that he should be paid a salary commensurate with his responsibilities and not be classed with a farm hand."

The members of the Pacific Coast



JOHN A. STEWART,
Of the Christopher Nurseries, at Christopher,
Washington

Nurserymen's Association engaged in the business are as follows:

Oregon Nursery Co., Salem, Oregon; The Milton Nurseries, Milton, Oregon; Washington Nursery Co., Vancouver, Washington; Eckert Fruit Co., Detroit, Washington; Portland Wholesale Nursery Co., Portland, Oregon; C. F. Lansing, Salem, Oregon; H. A. Lewis, Russellville, Oregon;

A. Holaday, Scappoose, Oregon; J. B. Pilkington, Portland, Oregon; J. A. Stewart, Christopher, Washington; The Dalles Nurseries, The Dalles, Oregon; F. W. Settlemier, Woodburn, Oregon; C. Malmo, Seattle, Washington; Rawson & Stanton, Hood River, Oregon; J. Anderson, Olalla, Washington; C. P. Hartley, Caldwell, Idaho; C. N. Sandahl & Son, Seattle, Washington; A. Lingham, Puyallup, Washington; C. N. Young, Tacoma, Washington; Yakima Valley Nurseries, North Yakima, Washington, R. F. D. No. 4; E. P. Smith & Sons, Gresham, Oregon; N. B. Harvey, Milwaukie, Oregon; M. J. Henry, 3010 Westminster road, Vancouver, British Columbia; Richard Layritz, Victoria, British Columbia; Jim Skinner, Oswego, Oregon; W. S. Gibson, Milwaukie, Oregon; T. V. Sluman & Son, Mount Tabor, Oregon; P. McCormick, Portage, Washington; Alfred Ives, Irrigon, Oregon; F. C. Walker, Russellville, Oregon; T. M. Hicks, Woodburn, Oregon; Portland Seed Co., Portland, Oregon; Leon Girard, Salem, Oregon; Pioneer Nursery Co., Salt Lake, Utah; H. S. Galligan, Hood River, Oregon; Fowler Nursery Co., Fowler, California; Brooks & Son, Carlton, Oregon; F. X. Bouillard, Chico, California; A. G. Tillinghast, LaConner, Washington; J. J. Bonnell & Co., Seattle, Washington; Leonard Coates Nursery Co., Morgan Hill, California; J. B. Wagner, Pasadena, California; Vineland Nurseries Co., Clarkston, Washington; C. W. Howard, Riverside, California; Fancher Creek Nurseries, Fresno, California; California Rose Co., Los Angeles, California; Utah Nursery Co., Salt Lake, Utah; T. K. Spalding, Sunnyside, Washington; F. R. E. DeHart, Kelowna, British Columbia; Ernest A. Brown, North Yakima, Washington; R. Freeborough, Montavilla, Oregon; S. W. Marshall & Son, Fresno, California; George Gibbs, Clearbrook, Washington; Commercial Orchard and Nursery Co., Wenatchee, Washington; J. W. Bairstow, Hanford, California; William Kelley, Imperial, California; L. L. Crocker, Loomis, California; Wright Nursery Co., Cashmere, Washington; James Mills, Riverside, California; Tom Griffith, Penryn, California; California Nursery Co., Niles, California; John Maxwell, Napa, California; E. Gill, West Berkeley, California; G. W. Sanders, Davisville, California; Gallaway & Harmon, Healdsburg, California; A. F. Scheidecker, Sebastopol, California; A. T. Foster, Dixon, California; O. F. Giffon Nursery Co., Pomona, California; W. A. T. Stratton, Petaluma, California; R. P. Eachus, Lakeport, California; S. H. Taft, Sawtelle, California; R. M. Teague, San Dimas, California; H. W. Kruckeberg, Los Angeles, California; The Fresno Nursery Co., Fresno, California; Delta Nursery Co., Visalia, California; T. J. True, Sebastopol, California; John Hedberg, Lindsay, California; Huntsville Wholesale Nurseries, Huntsville, Alabama; San Fernando Valley Nursery, Lankershim, California; O. F. Smith, Blackfoot, Idaho; Cedar Hill Nursery and Orchard Co., Winchester, Tennessee; John S. Armstrong, Ontario, California; C. C. Morse & Co., 125 Market street, San Francisco, California; Washington Nursery Co., Toppenish, Washington; F. A. Wiggins, Toppenish, Washington; Ruehl-Wheeler Nursery, San Jose, California; Chico Nursery Co., Chico, California; T. E. Harlan, Chico, California; W. F. Wheeler, Oakesdale, California; Park Nursery Co., Pasadena, California; Kolla A. Jones, Hillyard, Washington.



PARTIAL VIEW OF SIBSON ROSE NURSERIES, PORTLAND, OREGON

WHAT PACIFIC COAST NURSERY FIRMS ARE DOING

FOR the benefit of those who contemplate engaging in the orchard business and for the help of those who are already orchardists, or who may intend to set more trees, we say below a few words about the nurserymen whom we have met and personally know of, trusting the same may be of value to our readers. While our acquaintance is quite extensive there are a great many nurserymen whom we have not met and of whom we know little, and where such are not mentioned it does not signify that they may not be just as reliable in every way as those we do mention. We regret that our acquaintance does not include every nurseryman in the association:

Oregon Nursery Co., Salem, Oregon—Ever since the early pioneer days of fruit tree planting in the Willamette Valley, Salem has been more or less noted as a nursery center, and more attention has been given to the general propagation of a varied line of nursery products by its nurserymen than in any other part of the state of Oregon. In the year 1891 the present owners of the now Oregon Nursery Company came to the Pacific Coast looking for a location for a commercial nursery, and, naturally, were attracted to the Willamette Valley, purchasing the present plant which, originally, was built up by O. Dickinson, that veteran nurseryman and seedsman. They at once began to enlarge the plant, organizing and systematizing the business, and from a small nursery of some twenty acres in 1902, the plant has grown and prospered until now, 1907, it covers some four hundred acres in actual growing nursery trees of all kinds and descriptions, and stands today as the most complete, best equipped and thoroughly organized nursery plant on the Pacific Coast. It sells and distributes more trees in each of the adjoining states of California, Washington and Idaho than any single nursery doing business within these states, and, in addition, shipping carloads of nursery stock to other states and to British Columbia. In all of this work the Oregon Nursery Company has the best system that can be devised. Their large packing and storage buildings are the finest ones of the kind on the Pacific

Coast and compare in size and equipment, with the very best in the United States. The trees and plants are hauled direct from the nurseries and are handled altogether under cover, and are not exposed to the elements again until they are opened up at destination ready for delivery to the purchaser. While a general assortment of nursery stock is carried, including all leading kinds of fruits, shrubs and vines, especial attention is given to the propagation of com-

Bartlett pears, Elberta peaches, Lambert and Bing cherries, etc., in fact all of the leading commercial sorts are grown in large quantities.

Washington Nursery Co., Vancouver, Washington—This firm is composed of L. & M. Remlinger, who are well and favorably known among fruit growers. While they carry a general stock they are very large growers of cherry trees, supplying the wholesale trade. They carry a stock of apple trees as well as



LOGANBERRY VINES, OAK GROVE FARM, BROOKS, OREGON, A. M. ASPINWALL, OWNER

mercial varieties for orchard planting, and in their nurseries are to be found blocks of thousands of trees in such leaders as Spitzbergs, Newtown Pippins, Jonathans, Rome Beauty apples,

other varieties of fruits. We are advised however they are short on prunes.

Portland Wholesale Nursery Co., Portland, Oregon—Mr. Albert Brownell, who for many years was located at Albany, made a success there of the business in a retail way. Being a man of affairs, he realized the rapidity with which the fruit business was growing in the Northwest, and therefore decided to take advantage of the situation and engage in the wholesale nursery business. Nurserymen and large growers can be supplied in any quantities. His office is corner of Alder and Grand Avenue, Portland, Oregon.

The Albany Nurseries, Albany, Oregon—This old and reliable nursery was for many years personally conducted by Albert Brownell. The Albany Nursery carries a general nursery stock and every one whom we have heard speak of it has a good word to say.

Russellville Nursery Co., Montavilla Station, Portland, Oregon—H. A. Lewis is proprietor of this nursery and we frequently hear customers expressing their appreciation of stock purchased from Mr. Lewis. In addition to carrying a good variety of trees it also makes a specialty of ornamental shrubs. They are at all times willing to show stock and quote prices.

Monta Vista Nursery, Scappoose, Oregon—The proprietor, Mr. A. Holaday, is a successful orchardist and nursery-



A FINE COMMERCIAL PACK OF BARTLETT PEARS

These pears were grown in the Rogue River Valley, near Medford, Oregon, which produces the finest and highest priced pears grown on the Coast. The winter varieties grown there bring fabulous prices, and Bartletts this year netted growers between \$3.00 and \$3.50 per box. Giving special attention to packing them, the finest pear pack known is put up at Medford

man who has demonstrated that fine fruit and good nursery stock can be grown along the Columbia river beyond all question. He has created a reputation for himself in the fruit business by producing Northern Spies that are marvels of beauty. He is making a specialty of cherries and recommends very strongly the three varieties, Royal Anne, Bing and Lambert of which he carries a large stock. He also makes a specialty of Spitzenergs and Newtowns in addition to carrying a general line of other fruit trees.

J. B. Pilkington, Portland, Oregon—Mr. Pilkington is well and favorably

to The Dalles some years ago with very little capital and by his energy and intelligence built up a splendid business. While his nurseries carry a general stock of all fruit trees, one can secure there almost anything in the line of nursery stock, shrubs or flowers. The Dalles being famous for its cherries Mr. Weber has a large stock of Royal Anne, in which he is a great believer as they can be sold fresh or for canning.

Woodburn Nurseries, Woodburn, Oregon—Among the immigrants from Illinois came George Settemier, in 1849, who had conducted a nursery in a small way in the East, and bringing with him

started the plant of the Tangent Nurseries, composed of three brothers, W. F., recently deceased; H. W., of the present Tangent Nurseries, and J. H., founder of the Woodburn Nurseries; running at Tangent under the firm name of Settemier Bros., until dissolved in the fall of 1862, when W. F. Settemier went out of the business, H. W. Settemier continued under the name of Tangent Nurseries, and J. H. Settemier moved to where Woodburn is now located, and founded a nursery in the spring of 1863, in a very small way, said plot being about 50 feet in width and 150 feet long. This continued to increase as the demand increased, until fortunately the railroads passed near the grounds, which gave better transportation facilities. Demand increased until the season 1891-2, at which time the stock amounted to 3,000,000 trees consisting of the leading varieties of fruits, berries, ornamentals, shade and nut trees. On January 1, 1893, F. W. Settemier, son of J. H. Settemier, assumed the business at Woodburn, still conducting it under the firm name of "The Woodburn Nurseries." He expects to make it a life business, endeavoring to keep a stock supplying the demand of the various lines of the nursery business, and by it maintain the reputation handed down through grandfather, father and son. The Woodburn Nurseries at the present time devotes 420 acres to nursery purposes, growing all lines of fruit trees, small fruits, ornamentals, shade and nut trees, but making a specialty of the commercial orchardist orders, and take special pride in seeing that stock is propagated from the very best tested strains that are obtainable, and in this are not experimenting, but giving customers the very best that a lifetime of experience can give. For the seasons approaching, they have a complete line of stock to place upon the market, and any orders given will receive careful attention.

Hood River Nurseries, Hood River, Oregon—The proprietors of this nursery Mr. Frank H. Stanton and Chas. F. Rawson are making a specialty of propagating the varieties of apples that have achieved such wonderful prices in Hood River, namely the Newtown and Spitzenerg. In addition to this they carry the other principal varieties of apples. They make a specialty of selecting scions from

BOX OF APRICOTS GROWN AT WENATCHEE

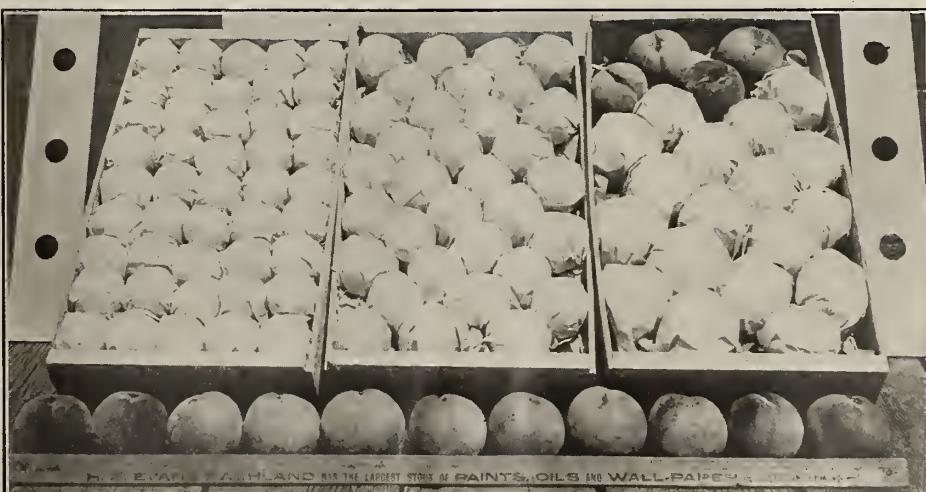
Showing perfect pack. The apricot is not an easy fruit to pack attractively, and the pack here shown is the best we have ever seen. The fruit was grown on the ranch of J. J. Sharp & Son, near Wenatchee, Washington, and packed by C. S. Sharp

known among fruit growers and conducts a large business at the present time that is advertising very strongly Mayette and Franquette walnuts. The walnut industry is increasing very rapidly in Oregon, and in a few years will compare favorably with France. Mr. Pilkington has given walnut culture especial attention and recently spent a year in Europe in making a study of it. He imported a great many walnut trees from France which he purchased on his recent trip abroad. In addition he carries a general line of nursery stock.

Christopher Nurseries, Christopher, Washington—The Christopher Nurseries are located at Christopher, King County, Wash., in the fertile valley of the White River near Seattle, and are reached by the Seattle and Tacoma Interurban Electric Railway. John A. Stewart, the proprietor, has been in the business for 18 years and owns about 50 acres of nursery land in the above valley. He deals principally in apples, pears, cherry and plum trees and carries a selection as well of roses and small fruits. His method is to bud on standing stock seedlings lined out in the previous spring, and claims this gives a more vigorous growth.

The Dalles Nurseries, The Dalles, Oregon—R. H. Weber is the proprietor of these large nurseries and is well known to orchardists throughout the country. He is the horticultural commissioner for his district, a position given him in recognition of his ability by the state officials at Salem. Mr. Weber is a self made man, having come

a supply of fruit tree seeds, which he planted at Oregon City, Oregon, in the spring of 1850. The following fall he moved to his donation claim, the present site of Mt. Angel, Oregon, taking into partnership his son, H. W. Settemier, who owns and operates the Tangent Nurseries. In the spring of 1857 he



HOW ASHLAND, OREGON, PACKS ITS FANCY PEACHES

The above represents three grades of peaches packed at Ashland by the Ashland Fruit and Produce Association, which is famous for this fruit. The grades here represented are the "F," "A" and "B," the first containing from 44 to 64, the second from 64 to 80, and the third from 80 to 90 peaches. The first grade, as can be seen, is in the box to the right, the next in the middle box, and third in the box on the left. At each end the two boards with holes in them are grading boards for use in sorting.

At the bottom are eleven peaches that measure a yard

bearing trees and also supply the trade with Clark Seedling strawberry plants in any quantity.

N. B. Harvey, Milwaukee, Oregon—Mr. Harvey carries a large stock of nursery trees, growing quite extensively all the principal varieties. He claims that the fertile soil around Milwaukee gives a young tree a strong and thrifty start. Mr. Harvey is a very pleasant man to do business with and seems anxious to have his trade not only satisfied but pleased.

Sibson Rose Nurseries, 1180 Milwaukee Avenue, Portland, Oregon—The Sibson Rose Nurseries of Portland,



CANNAS

Above cut gives you an idea of the size of the leaves of our new Canna "Musafolia." In the background is our Mr. Kloninger, the largest and most experienced bulb grower in the Northwest. (See Portland Seed Company's catalog.)

Oregon, is an enterprise founded by Mr. Wm. S. Sibson, who for many years has made the culture and development of the rose a special study and occupation. The collection contains more than 350 varieties, and comprises the very cream of the rose world, Mr. Sibson's aim being to grow only the most beautiful varieties of their respective color and class. By strict attention to the wants of his customers, and by absolute care that they get nothing but plants that are strong, well grown and true to name, he finds that each satisfied patron of his nurseries becomes an unconscious advertiser for "Sibson's Roses." Consequently roses from these nurseries have become celebrated from Oregon to British Columbia. In fact even in the East and in the Orient one hears of the excellence of Sibson's Roses. The firm also has a "Cut Flower Department" to which is devoted at present some 50,000 feet of glass, the product of which is distributed wholesale only to the cut flower stores in Portland and other cities of this state and Washington. In this department also, roses are the specialty. Our illustration gives a partial view of the Sibson plant includ-

ing the fine range of modern greenhouses in which the winter blooming varieties are grown. The firm issues an attractive priced catalogue of its field grown roses, and buyers visiting Portland are cordially welcome to call at the nurseries and inspect the stock that is offered. In the blooming season many visitors are attracted by the beautiful sight of "Acres of fine Roses" flowering at the same time.

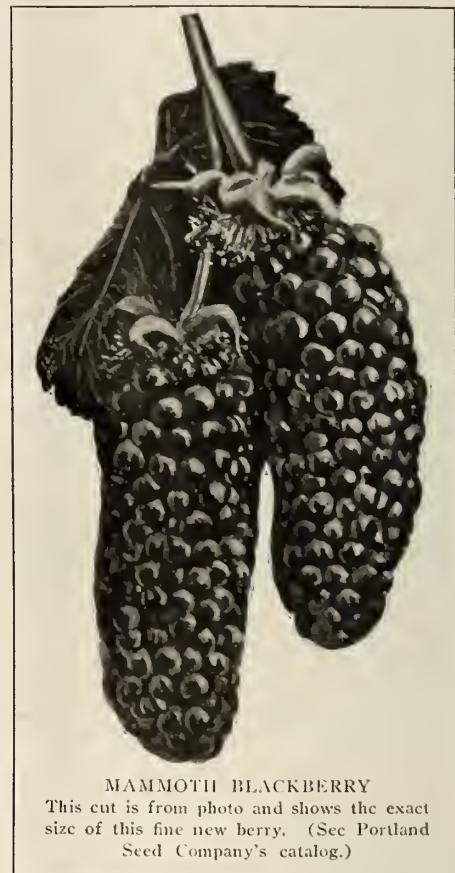
Portland Seed Co., Portland, Oregon—Now just a few words about the stocks we offer, our way of doing business, and why we think we are entitled to the confidence and trade of your many subscribers. Our Nursery Stocks—Our Fruit and Ornamental Stocks, with the exception of Palms and Foreign Stocks are nearly all grown in and about Portland and taken from the nursery just as wanted to fill orders. This keeps them in the best possible condition and insures success in transplanting. We make a specialty of growing and handling only the very best selected stock which, as a rule, appeals more especially to the smaller planter. Our prices are not the "cheapest," we ask a good fair price, for we must have it to enable us to produce and ship the "highest quality." We really believe that the select stocks are much cheaper in the end, and also, that the readers of "Better Fruit" buy the "best obtainable," otherwise our ad in your paper would not bring such splendid results. Our Flowering Bulbs—This line of stock may not particularly interest the Fruit Grower in a commercial way, but it does in a home-way, for every owner of a home should take pride in improving it by planting flowering bulbs, shrubs, and roots, which are most profitable and satisfactory. We import annually many car loads of the best stocks obtainable, from France, Belgium, Holland, China, and Japan. Few people realize the magnitude of this branch of our business (we are the largest dealers on this Coast). Aside from the foreign stocks, we have raised in our locality thousands of such bulbs as will grow to perfection in our soil and climate.

Why We Claim the Trade, of Your Readers—The Portland Seed Company started in business fourteen years ago with a very small store and stock, and by fair and square dealing have built up the largest nursery and seed business on this Coast. We guarantee all our stocks true to name, and we even go a little farther than other houses, we guarantee to please with all stocks and goods; in other words, our motto is "we must give satisfaction." Our New Fall Catalog—We now have on the press one of the most complete and up-to-date catalogs of fruit, shade, ornamental trees, flowering bulbs, and roses ever issued on this Coast. It is handsomely illustrated and contains much valuable information to the Western planter. It gives a list of the right varieties to plant on this Coast for the best results, and we will be glad to mail one to any address, but we wish your readers would always mention "Better Fruit" so that we can give it the credit it deserves.

Yakima Valley Nursery, Inc., North Yakima, Washington—Mr. W. D. Ingalls, the manager of this association, is well known throughout the Northwest, not only in connection with this nursery business but as president of the Pacific Coast Nurseryman's Association. This is the oldest nursery in Yakima and second to none in the state. It carries a large and general nursery stock and its business methods command the confidence of all who have dealt with

it. If you were to meet Mr. Ingalls you would immediately be satisfied that you would get good stock and fair treatment.

Puyallup Nursery, Puyallup, Washington—The Puyallup nursery was established six years ago in the famous Puyallup berry section where the soil is well adapted to growing thrifty stock with a perfect root system, an important item is transplanting. Mr. Lingham carries a general line of fruit, ornamental trees, roses and small fruit plants. In the way of flowers he makes a specialty of roses, geraniums, hybrid gladiolias, cactus and dahlias. Last year Mr. Lingham purchased more



MAMMOTH BLACKBERRY

This cut is from photo and shows the exact size of this fine new berry. (See Portland Seed Company's catalog.)

ground and planted large quantities of berry plants, including currants, gooseberries, blackberries and Phenomenals, which are being propagated by improved methods.

True to Name Nursery, Hood River, Oregon—H. S. Galligan, in connection with the Honorable E. L. Smith, who is widely and favorably known all over the United States as a horticulturist of eminence, started this nursery some few years ago. Mr. Smith retired from the firm to devote his time to personal interests and Mr. Galligan became sole proprietor. Mr. Galligan makes a specialty of the varieties of apples grown in Hood River and selects his scions from Hood River bearing stock. He not only does a good local business but has much outside trade, which he is supplying satisfactorily.

Vineland Nurseries, Clarkston, Washington—The nurseries of the Vineland Nursery Company were established at Clarkston, Washington, in what was then known as the Vineland Irrigated District, by Geo. W. R. Peaslee who is still president of the company. The nursery was started originally in a small way but was increased as necessity seemed to demand until it became neces-

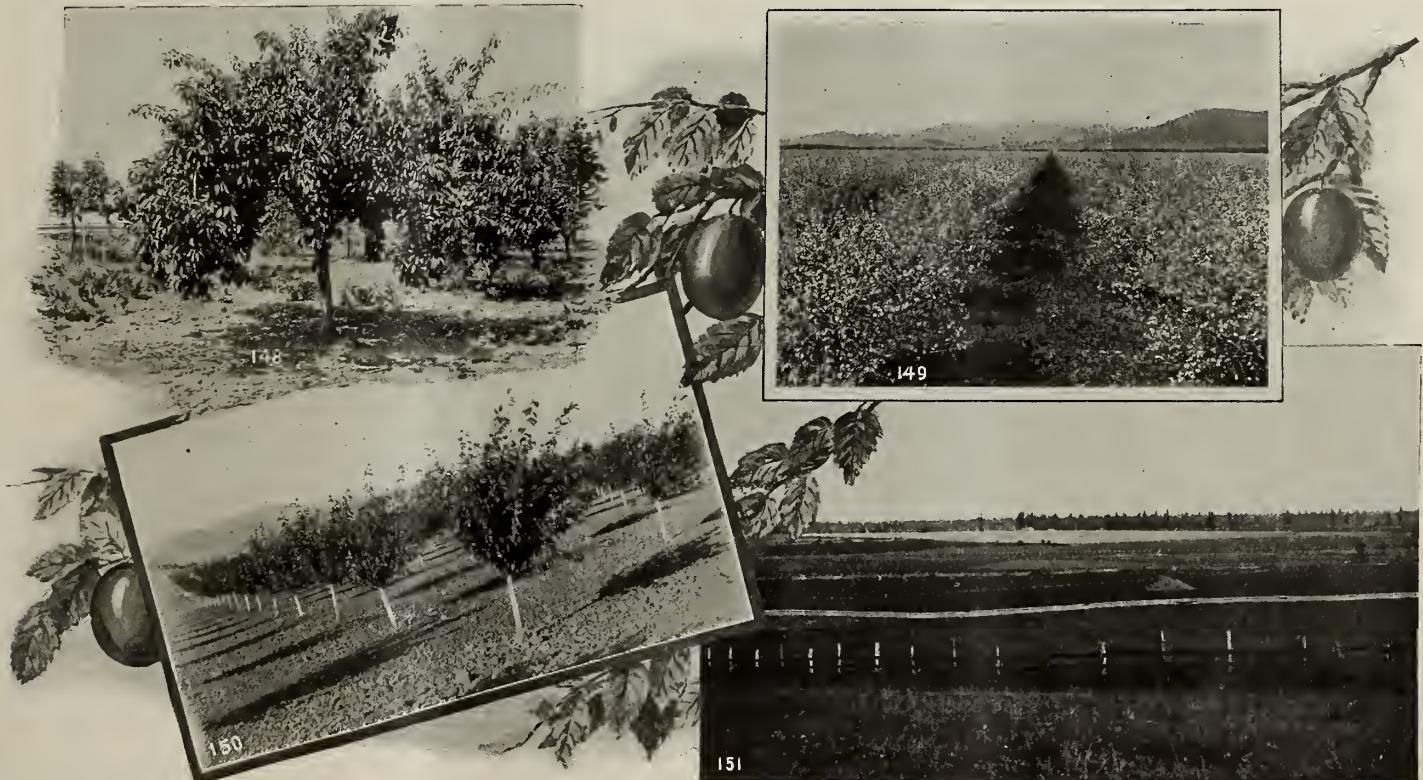
sary to incorporate the business in order to enlarge sufficiently to handle the ever increasing demand for their product. The incorporators of the Vineland Nursery Company are Geo. W. R. Peaslee, president, W. H. Kirkbird, secretary, and A. B. Heiskell, treasurer. In September, 1906, this company purchased of E. R. Hanford, the well known Hanford Nursery at Oakesdale, Washington, and have since conducted the same. The districts along Snake River where the Vineland nursery stock is grown is especially adapted to the growing of peach, cherry and pear stock, while a large quantity of apple stock is

shrubs, and we are informed that they are particularly strong on walnut and chestnuts as well as apples, cherries, peaches and plums. They are also sole proprietors of some of Luther Burbanks specialties. In another column of this paper will be found an article in reference to the Plumcots which is handled by this nursery. Mr. Geo. C. Roeding, the president, is a very progressive and well posted man. His article on grape culture, which will appear, in Better Fruit, is the best we have ever seen on this subject.

Sunnyside Nursery Co., Sunnyside, Washington—This firm is composed of

from surrounding orchards. A strong point of this isolation is made by them. This firm is progressive and all its members that we have met certainly justify us in assuming they will back up what they claim for their concern. They carry a general variety of all nursery stock in large quantities, which is grown under conditions that are unsurpassed for soil, climate and moisture.

Chico Nursery, Chico, California—This firm is composed of E. Weightman and T. E. Harlan and is located in one of the best orchard districts in the state of California being close to the famous orchard set out by Governor Bidwell of



148. A Typical Prune Tree

149. Benton County Prune Company's Orchard of Italian Prunes, 17,000 Trees, Rows a Mile Long

PRUNE ORCHARDS IN BENTON COUNTY, OREGON

150. Young Prune Orchard
151. Birdseye View of Same Orchard in Bloom

also grown. In Oakesdale, at an elevation of something like twenty-four hundred feet, a specialty is made of apple, pear and cherry. This is non-irrigated and the stock is grown at an altitude that recommends it to all planters, whether in an irrigated or non-irrigated district. By very careful supervision in the selection of buds and scions taken always from bearing trees, the stock of these nurseries has established a reputation for reliable nursery stock that is proving a very strong asset to their business. In the spring of 1907 the Vineland Nurseries Company purchased forty acres of irrigable land at Clarkston and forty acres in the Spokane Valley, and leased one hundred acres more land at Oakesdale, a portion of which was planted last spring and the ground is now being prepared for planting next year which will give them a total acreage, in connection with what they now have planted, of about three hundred acres.

Fancher Creek Nurseries, Fresno, California—This is one of the largest nurseries in the state of California, with a paid up capital of \$200,000. The capital in itself indicates the extensive business that is being done by the Fancher Creek Nursery. They carry a general nursery stock, all kinds of trees, flowers and

men well and favorably known in the business. F. K. Spalding, president, W. S. McClain, secretary, and in addition the following well known gentlemen are on the board of directors: T. C. Williams, Dr. J. R. Harney and Harry Spalding. This nursery is a grower of all the leading varieties of fruit trees, berries, shrubs, shade and ornamental trees and also makes a specialty of roses. It has a capital stock of \$26,000, and has increased its stock from one fourth of a million to a million trees. Its aim is to grow good stock and furnish it at reasonable prices. It is claimed also it selects its scions from bearing trees. A specialty is also made of Spitzbergen, selected from scions from the famous E. L. Stewart orchard at Prosser. Mr. Spalding is president of the Washington State Fruit Growers Association. Catalogs furnished on application. Its motto is to the point, "Nothing so good as the best."

Washington Nursery, Toppenish, Washington—This firm is composed of A. W. McDonald, C. J. Atwood, F. A. Wiggins and B. A. Mitchell as officers. The nursery is located in the Yakima Valley on the Indian reservation, and consequently claims that being remote from all other orchards there is no possibility of its trees being diseased

the state of California, who was a pioneer in the fruit business. The firm does a large general nursery business and has a satisfactory trade. Catalogs can be secured on application.

Ideal Fruit & Nursery Co., Hood River, Oregon—Guignard & Rossiger are proprietors of this nursery. Most everyone in the vicinity of Hood River knows Mr. Guignard by the name of August. The nursery carries a large line of apples, pears, cherries, prunes, plums and small fruits. Among the latter are included the Clark Seedling Hood River Strawberries. They invite an inspection and will furnish prices upon request.

J. J. Butzer, Portland, Oregon—Carries a general line of plants, flowers, and is able to supply planters with most anything they want in the way of trees, shrubbery and seeds. He is known on the street and by his friends who are legion, as J. He is a hustler and you can always depend on getting a square deal, good treatment and your money's worth.

Sunrise Nursery, Montavilla, Oregon, near Portland, Oregon—Mr. Freeborough is a successful nurseryman and is now offering 3,000 one year old choice cherry trees, and states that he buds

Continued on page 22

THE WILLAMETTE—OREGON'S RICHEST VALLEY

THE Willamette Valley, Oregon, is the oldest settled and most improved district in the state. Settled up first on account of its great fertility and many stretches of prairie land which obviated the hardships of clearing, it is more densely populated and its towns and cities probably impress the visitor from the east as more closely resembling agrarian or fruit growing districts there than any district on the coast. In it are numerous edu-

Prunes, grapes and cherries are grown there in large quantities and to perfection. Albany, Linn county, is also the center of a great prune and small fruit country. Near Salem in Marion county, is to be found one of the finest cherry growing districts in the state, in addition to being the home of several of the finest nurseries of the Pacific Coast. Large quantities of apples and berries and of all varieties are also grown near Salem, and the country sur-

the valley that is not adapted to fruit or walnut growing. As a dairy and hop growing district and for many other agricultural purposes it surpasses any part of the state. The prune crop alone in the Willamette Valley this year is estimated at 22,000,000 pounds, and this is but a conservative guess of what it will really produce.

Through the valley runs the beautiful and picturesque Willamette river navigable for many miles. On both sides of



FRUIT DISPLAY MADE BY LINN COUNTY AT THE STATE FAIR AT SALEM, OREGON

ecational institutions, the capital of the state, located at Salem, many beautiful towns and cities, and thousands of acres of farm land rich and productive. At Corvallis is located the Oregon Agricultural College, and Experiment Station, and at Eugene the State University. The former is in Benton and the latter in Lane County, and both are the centers of a large and growing fruit industry.

rounding it, is in many ways an ideal one for any branch of agriculture or horticulture. Near here is also located the largest walnut orchard in Oregon.

Yamhill County, the principal town in which is McMinnville, is noted for its fine apples, walnut, and small fruits and Polk County adjoining it is also a raiser of walnuts and many varieties of fruit successfully. In fact there is no part of

it are to be found highly cultivated ranches and fine homes, many of them the abiding places of the first pioneers who came to Oregon in the fifties and whose descendants largely people this fertile valley. More conservative and wealthy than the newly settled sections of the state the "Valley," as it is familiarly known to every resident of Oregon has not until the last year or two made much of an effort to advertise its advantages or induce investors and homeseekers to locate there. Of late however there has been a great awakening among its people and its rich opportunities are being made known. Thousands of acres of land, fertile and reasonable in price are now being offered for settlement and development. Fruit canneries are being built, apple, prune and cherry orchards set out and hundreds of acres put in berries and walnuts. Mining and the lumber industry are also carried on, their outputs yielding thousands of dollars and combining to make a country rich in other respects a home for the laborer as well as the investor.

The oldest orchards in Oregon are in the Willamette Valley and from here at one time the fine apples sent to Portland and other markets on the coast were raised. For many years the orchard was neglected to make way for other and more profitable pursuits for the time being. Now, however, that Oregon apples are recognized as the equal if not the superior of those grown elsewhere, farmers are once more turn-



PRUNE ORCHARD OWNED BY THE BENTON COUNTY PRUNE COMPANY. This company is one of the largest prune growers in the state. In this orchard are 1600 trees. Equipped with evaporators and packing houses; fruit made ready for market on the premises

ing their attention to growing them. Adopting the new and scientific methods of orchardists of other districts they have in the last year made great strides in catching up with the leaders and are soon expected to be marketing many cars of the varieties best adapted to their soil and climate. In many respects nature has endowed this section with manifold advantages. A mild climate, rich soil, a long growing season and short winter and a growth for many products not surpassed anywhere in the world.

As many of our readers not familiar with the Oregon country will perhaps be interested in having a few statistics in regard to this section, we publish below a short summary of their areas and products:

Yamhill County

Yamhill County is about forty miles from Portland on the west side of the Willamette River. It is reached by boat lines and also two lines of railroad. The topography of the country is undulating prairie, interspersed with rich timber

lands. Prunes, apples, peaches, pears, grapes, berries of every sort and English walnuts and filberts are raised in this county very successfully. It also has many other industries in addition to its fruit. McMinnville, with a population of 2500 people, is its county seat and boasts among other advantages that there is not a saloon in the town. Although an old established county, rich in resources, fine tillable land can be secured there for from \$25 to \$75 per acre.

Linn County

Linn County is in the heart of this valley, 80 miles south of Portland, Oregon, and its area is 2400 square miles—1,536,000 acres. The surface of the west half is level prairie, with timber along the streams, rolling foothills with beautiful valleys between, and in the eastern part the Cascade Mountains. The soil in the main valley is a deep, clay loam, generally of the richest character, while that of the foothills is made of decomposed volcanic rock, and the soil of the valleys is of the same character. On the mountains the soil is not so deep, but equally as fertile, as is shown by the enormous growth of timber. Rivers are plentiful in all parts, and the beautiful Willamette, forming the western boundary, is navigable the greater part of the year. The Calapooia, the three Santiams, Thomas, Crabtree and Muddy Creeks, and innumerable smaller streams, furnish water and power in every part of it.

Railroads covering about 200 miles extend in both directions across the county. The Southern Pacific has two main lines, one in the western part of the county near the Willamette River, leading from Portland to San Francisco, and the other paralleling it at a distance of from ten to fifteen miles to the eastward, near the foothills. This company also has a branch

from Albany to Lebanon. The Corvallis & Eastern crosses the valley from Yaquina Bay, passes through Albany, reaches the great timber belt in the Cascade Mountains, and is shortly to be extended entirely across the state to an eastern connection. These roads connect with seaports at Yaquina, Astoria, Portland, Tacoma and San Francisco.

Fruits grow to perfection here with a minimum of care. Linn County took two first prizes and one second for the best county exhibit at the state fair for the last three years. Apples, prunes, plums, cherries and peaches do well, all bearing heavily. Albany, the county seat

Yaquina Bay. It also is in touch by means of river steamers with all Willamette River towns and Portland.

Benton County.

A description of Benton County recently from the pen of a well known writer says:

Oregon contains 61,459,200 acres; 3030 square miles larger than Illinois and Indiana; if as densely settled as Rhode Island, it would have over 40,000,000 population. Nowhere else is there such a land of promise and opportunity.

One hundred miles inland from the Pacific Coast the Cascade Mountains



ANOTHER PRUNE ORCHARD VIEW TAKEN IN LANE COUNTY, OREGON

of Linn County, is the largest town. It enjoys unusually good shipping facilities, railroad communication being furnished by three railroads, covering the principal points of the compass, and connecting it with a line of ocean steamers at

stretch in unbroken line from the Columbia gorge southward into California.

Close along the ocean and parallel with it is the Coast Range of hills of lower elevation. Between these moun-



PLANT FOR DRYING FRUIT NEAR GRANTS PASS, OREGON
Dried prunes form one of the principal outputs from this section, and last year 25,000 pounds were marketed from Grants Pass

tain chains lies the great Willamette Valley, one hundred and fifty miles in length and fifty miles in width; a land unsurpassed in the fertility of its soil, the geniality of its climate, the range of its resources and the charm of its scenery.

In the heart of this garden spot of the Northwest lies Benton County, comprising an area of 440,000 acres of land. To the north is Polk County, on the south is Lane. The Willamette River, navigable for thirty-five miles above Corvallis, the county seat, forms the county's eastern boundary, and the sum-

and can be worked earlier than the prairie lands.

Its wide diversity of soil makes the county especially suitable for horticultural purposes. Everywhere in Benton County may be found trees and vines bending beneath a weight of luscious fruit. Orcharding in this county is a substantial, but little developed industry, although very promising for the future. The leading commercial varieties of apples grow to large size, full maturity and have good color and excellent flavor. Pears and cherries of all kinds yield abundant crops of excellent fruit. As yet few pears are grown for the

yielding fruit of superior quality which finds ready sale at two or three cents per pound.

All of the small fruits, including grapes, currants, gooseberries, blackberries, strawberries, dewberries, juneberries and raspberries grow luxuriantly everywhere throughout the county. The hillsides and bottoms are covered in many places with acres of wild strawberries and blackberries.

Corvallis is the county seat of Benton County, situated on the west bank of the Willamette River, a modern incorporated city of 2,000 inhabitants, with broad streets, good sidewalks, electric lights and good water and sewerage systems.

Lane County.

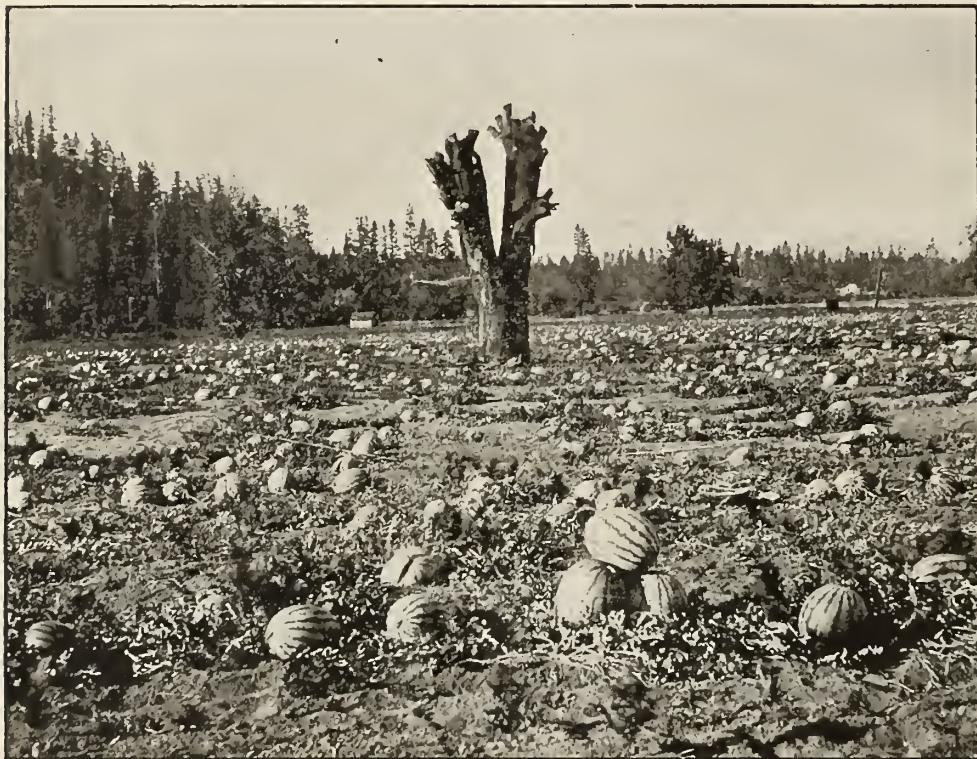
By reference to the map of Oregon, it will be seen that Lane County occupies a central position in that division of the state known as Western Oregon. It extends from the Pacific Ocean on the west to the Cascade Mountains on the east, a distance of 150 miles in length; has an average breadth of about 50 miles, containing an area of about 7,000 square miles. Of this vast territory about one-fourth is valley land, mostly prairie, with very rich soil, producing abundant crops of grain, grass, fruits and vegetables every year. The other three-fourths of the county is mostly hilly or mountainous.

The valley in the main is undulating, the Willamette River draining the land; the Coast Range of mountains is on the west, the Cascade Mountains on the east, and the Calapooia Mountains on the south.

The hill or table lands bordering the valleys are usually covered with timber or brush, most of it being open enough to produce fine pasture. These table lands are very fertile, and when brought into cultivation produce very bountiful crops. The soil of this portion is mainly of volcanic origin and sandstone, and is of great general fertility. Its products are more diversified than those of the lower lands, and frequently exceed them in quality. The principal advantages of

the bushy tracts are good soil, natural drainage, good water, good healthfulness, an ample supply of wood for fuel and building purposes, and comparative freedom from early frosts. The land that seems most desirable to fruit culture is high bottom and foothill lands, and the latter has the preference.

The principal city and county seat of Lane County is Eugene, a thriving city of about 6,000 inhabitants. It is situated at the head of navigation of the Willamette River, 123 miles from Portland.



MELON PATCH NEAR GRANTS PASS, JOSEPHINE COUNTY, OREGON

For cantaloupes and melons of all varieties, Grants Pass has long been celebrated. In addition to all the varieties known in the United States, it grows the delicate and fine-flavored melons of Mexico

mit of the Coast Range marks its western limit.

The soils of Benton County are: sandy loam on the river bottoms, black and lighter colored alluvial soils on the prairie and red soil on the uplands.

The siliceous matter of all the Benton County soils is essentially basaltic, and will wear a long time without artificial fertilizers.

The sandy soil is deep and warm, easily cultivated and never muddy, yielding excellent crops.

The black soil, formed from the wash from the foot-hills and Coast Range mountains is deep and fertile, carrying large quantities of humus, which is the source of nitrogen, the most valuable and expensive of fertilizing agents.

These soils produce magnificent crops of all kinds, as evidenced by farms in the county which have been cropped steadily for forty years without artificial fertilization, and yet grow large crops.

On the prairie there is an occasional strip of white land. It is of clayey character, and where drainage has been applied has been known to produce twenty-five tons of green vetch, and four tons of clover hay per acre.

The upland soils are usually of a reddish color. They have natural drainage,

market, but nearly every home in the county is supplied with an abundance of this fruit.

The leading horticultural interest of the county is the prune industry. There are about 1,200 acres of bearing orchards valued with their accompanying evaporating and packing plants at \$300,000. The commercial varieties are the Italian and Petite.

The peach flourishes in many selected locations along the river bottoms and in protected places along the foot hills.

Oregon Life

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BETTER FRUIT

The city is the seat of the State University, a leading institution of learning on the North Pacific coast, with an able faculty and a large attendance of students from all sections of the state. This institution has attracted to the city a very desirable class of citizens.

All fruits are exceedingly prolific in Lane County and of fine quality. While not much attention has been given to growing apples there, small orchards of Spitzenerbergs, Jonathans, Gravensteins, Kings, Northern Spies, and Baldwin have achieved most profitable results. The Italian prune is one of the chief fruit crops and like the adjoining counties Lane raises vast quantities of

them at profitable prices. A fruit however that has made Lane county famous is the Royal Anne cherry. There it grows to perfection, and is canned and sent to the great markets of the world. As a demonstration of the productivity and profit in the Royal Anne the reader can gain some idea of what this fruit pays by the fact that Mr. Mahlon Harlow has only a small orchard, just two acres, which contain 150 trees set in squares 24 feet apart. The trees are now twelve years old. They commenced to bear when about five or six years old and at seven years the amount of fruit grown paid for the picking. In 1904 he picked between seven and a half

and eight tons. In 1905 he marketed nine and a half tons and in 1906 there was sold eleven tons, 1,700 pounds. Last year he received a uniform price of 4 cents per pound, making an income from these two acres \$948, and it will grow steadily as the trees grow larger.

Of the other counties contiguous to the Willamette river descriptions of soil and products above given give a comprehensive idea of their nature. Being confined to the fruit industry "Better Fruit" has not dwelt on the many and varied resources of this fertile valley which includes one of the finest of dairying countries, stock raising, wheat lands, vast stand of timber, and mines.



A YARD OF TOMATOES. GROWN IN LINN COUNTY, OREGON

JOSEPHINE COUNTY, OREGON, AS A FRUIT PRODUCER

ALMOST every section of the State of Oregon presents to the investor and the homeseeker some particular advantage or attraction. Josephine County is located in the southwest corner of the state, with the California line as its southern boundary and with but one county between it and the sea 60 miles away. Its area is approximately 1910 square miles, of which a large portion is made up of low, timbered mountains, the Cascade and Coast ranges being somewhat intermingled. Among the labyrinth of ridges are hundreds of fertile valleys, watered by the tributaries of the Rogue River, which drains the northern portion of the county, and of the Illinois and Applegate which traverse the southern part.

One of the leading industries of Josephine county is fruit growing. The climate and soil is congenial to the growth

of apple, pear, peach, prune, nectarine, apricot and almond. In 1904 there were exported from this county 75,000 boxes of apples, 20,000 boxes of pears, 25,000 pounds cured prunes and 30,000 boxes of peaches. Small fruits of all kinds are largely grown, such as strawberries, blackberries, raspberries, currants and gooseberries. Small fruits here are prolific bearers, and in quality are the best.

Grapes grow to perfection on the foot hills and are receiving attention and large vineyards are being planted. A. H. Carson & Son, near Grants Pass, have 35 acres planted to vineyard and will add to their acreage 20 acres more next winter. They grow all the foreign varieties, such as the Muscat, Flame Tokay, Mulrose's Muluya, Emperor and Black Ferrera, Rose of Peru. There are thousands of acres of choice vineyard lands

within a few miles of Grant's Pass. Of the leading commercial fruit growers of the county H. B. Miller, two and one-half miles west of Grants Pass, has 70 acres in apples. Eisman Bros., six miles west, have 75 acres; J. H. Robinson and Richard M. Robinson, Wilderville, 20 acres each in apples. Dr. James Spence, Kerby, has 45 acres in orchard. The Merlin peach orchards of Avery-Hussey and William M. Crow have become celebrated for the quantity and quality of their peaches. Last year the Avery Hussey peach orchard, comprising 17 acres, marketed 16,000 boxes.

Josephine County presents many inducements to engage in fruit-growing. Her local or home markets are good. Her apples, pears and peaches, owing to climatic conditions, stand transportation to distant markets. The center of this

region is Grants Pass, the county seat and chief city. It was not incorporated until the year 1887, but has made such a remarkable growth that today it is a city of between 4000 and 5000 inhabitants, with substantial, commodious brick blocks in the business section, handsome dwellings in the residence portion and an atmosphere of commercial thrift everywhere.



VIEW IN YAMHILL COUNTY, OREGON, FRUIT GROWING DISTRICT

THE NEW PROLIFIC PLUM, THE SANTA ROSA, BEST YET PRODUCED BY LUTHER BURBANK

NO one fruit has so strongly individualized the name of Luther Burbank as the plum. Some half a dozen varieties are the result of his creative genius, all of which have stood the test of experience in the orchards and in the markets of the world. As a natural result his latest, the "Santa Rosa," is in every way not only a superior fruit from every point of view, but must be regarded as

plum grower can afford to neglect it, nor no family orchard should be without a few trees.

At the Lewis and Clark World's Fair, held at Portland, Oregon, in 1905, the exhibit of the Santa Rosa plum attracted wide attention on account of its beauty and great size. Indeed, its merit made so strong an appeal to the Board of Judges that it was awarded a gold medal, in competition with many other similar

fruits on exhibition from this and neighboring states.

Distribution Climates and Soils

Like all kinds of plums it is safe to say that the "Santa Rosa" will be found suitable to a wide range of climates. As an indication of this, we have only to cite the fact that the "Burbank" (another of Mr. Burbank's discoveries) has found a congenial existence

in so cold a climate as Minnesota and portions of Canada, which lead us to believe that the "Santa Rosa" is destined to win a place equally advantageous. Hence it is well worthy of trial culture wherever plums are found to grow and produce fruit. To do its best it should have a well drained sandy or loamy soil, and be given intensive culture. As to general treatment, that is much a matter of location, which will suggest itself by the general practice with plum trees under prevailing local conditions.

Blooming and Fruiting.

The Santa Rosa plum in California is considered a medium early bloomer, and it is presumed it will maintain this characteristic quite generally wherever planted. In this State it has never failed to yield an abundant crop, though obviously, it is as yet but sparingly introduced.

Quality and Value of Fruit.

The superb market quality of the Santa Rosa plum has never been equalled. As a shipping fruit it is the peer of them all—"standing up" under the most trying conditions. The plums are a deep purplish crimson with a pale blue bloom, each fruit averaging six inches in circumference each way; the flesh near the skin is purple shaded with rosy scarlet and pale amber towards the stone, which is quite small; the eating quality is unequalled, rich, fragrant, delicious, surpassingly exquisite; ripens with the earliest, nearly a week before Climax and Red June, and two weeks



BUDDING CHERRIES IN THE VINELAND NURSERIES COMPANY'S PLANT
AT CLARKSTON, WASHINGTON

the best thing in the way of plums that has come from his hands. It has been under trial on his fine experimental grounds at Sebastopol for the past six years, during which time it has never failed to produce bounteous crops of uniformly large perfect fruits of a deep purplish-crimson color averaging six inches in circumference each way. It possesses every essential to a marked degree calculated to make it a prime favorite among growers wherever the plum luxuriates, viz; is a good grower, good bearer, fine shipper, good keeper, and in every way a money-maker. No

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earlier than the Burbank. The Santa Rosa has been so thoroughly tested that we feel certain that every grower who will plant and care for the trees properly, and whose soil and climate afford good plum conditions, will, if he plants this grand plum, find that we have not exaggerated its fine qualities.

Habit of Growth.

The tree is a strong, vigorous, upright grower. In habit it much resembles the ever popular Wickson with even larger and more abundant foliage, thus affording ample protection to the fruit. The period after planting at which it will bear depends on prevailing conditions of soil and climate. It is Mr. Burbank's experience that in favorable situations it will yield fifty pounds of fruit when the trees are four years of age; this will, of course, be more or less modified by the character of the soil, climate, care and cultivation given an orchard.

Judge S. F. Lieb of San Jose, a prominent grower and a recognized authority on fruit culture, has given this plum a thorough test, and writes as follows touching on its many admirable qualities:

San Jose, California,
October 10, 1906.

Fancher Creek Nurseries, Fresno, California—Gentlemen: Your favor of the 29th instant at hand. I have had the Santa Rosa plum fruiting in an experimental way for four or five years; I have therefore tested it out very thoroughly. Everything considered, I am of the opinion that it is by all odds the finest all around plum Mr. Burbank has yet produced, and I have kept close track of all of them. It is a fine grower, the wood is very tough and the limbs will not break. It is a sure and regular bearer and bears always most abundantly. It does

not have any off years. The fruit runs remarkably fine, even in size and astonishingly smooth and clear of any defects. It is beautiful, delicious, and a very fine carrier to Eastern markets. It will keep well in hot weather for a week after it is ripe, so there is no occasion to pick it half ripe in order to ship.

I intend to plant it very largely myself, and to the exclusion of all other shipping plums.

"This grand plum has been so thoroughly tested," writes Mr. Burbank, "that we offer it as above, knowing that all will be pleased with it."



VIEW OF A FRUIT ORCHARD NEAR ALBANY,
LINN COUNTY

BELIEVES HE HAS SOLVED WAY TO CONTROL PEAR BLIGHT BY LIME AND SULPHUR SOLUTION

THE following letter is a copy of the original over the signature of Mr. A. J. Snook to Mr. Tom B. Brown, vice president of the Rex Company, and contains the history of an important experiment to control pear blight. Apparently Mr. Snook, who made the experiment, has made a long step in the right direction and one which is of great moment to the fruit grower. The following are Mr. Snook's deductions, which are embodied in his letter, and the subsequent conclusions of Mr. A. S. Martin, general field manager for the Rex Company:

WEIMAR, CALIFORNIA, New England Mills,
August 25, 1907.

Mr. Tom B. Brown, Benicia, California.

Dear Sir: (1) Yours of the 9th instant received, and I should have answered before, but the fruit came so fast that it kept us on the jump up to the present time. Will try and answer your questions as near as possible, and hope they will be of some good to you and a help to others.

(2) First, I sprayed the pear, apple and plum trees with a solution of three and a half gallons Rex to forty gallons of water, in the dormant

state; this was done in March. The first week in April I again gave them another spraying with the Rex solution and bluestone in different proportions.

(3) Block 1—Two and a half gallons Rex and two pounds bluestone, forty gallons water; block 2, three and a half gallons Rex, forty gallons water; block 3, two gallons Rex and three pounds bluestone, forty gallons water; block 4, two gal-

JOHN GOURLEY BONDED COMMISSION BROKER

References: Northwest Trust and Safe Deposit Co., Seattle; Bradstreets, Produce Reporter Co., Chicago. Phones: Sunset Main 1695, Ind. 708

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lons Rex and five pounds bluestone, forty gallons water; block 5, three gallons Rex and five pounds bluestone, forty gallons water.

(4) These sprays were only applied to pears and apples. I have watched them closely to see which would have the best results. My pears were the cleanest and best with three and a half gallons Rex. From 150 boxes pears shipped there was not two per cent loss with scab, which speaks highly for the solution. My pear trees are also very healthy and have no blight or disease of any kind; whereas there is considerable blight below and above us, and I had some in my orchard last year.

(5) It strikes me, as a practical orchardist, that spraying with three or four gallons of Rex to forty gallons of water, when the petals begin to leave or drop, will not only destroy the scab, but will also prevent the blight by killing the microbes the bees have deposited there.

(6) I sprayed about one acre of peaches when they began leaf curling; it was too late to stop it,

about one-half crop on account of weather and climatic conditions. We sulphured the vines twice and still they mildewed, and it looked as though we were going to lose our crop.

(8) We sprayed them the last week of July with one gallon of Rex solution to forty gallons of water, which stopped the grapes mildewing immediately and it did not burn or hurt leaves or grapes. I can assure you I am very pleased with the success I have had with the Rex solution, and shall use it more extensively next season.

(9) This is a long, rambling letter, but I have given you as fully as I could what beneficial results the Rex solution has given me, and at all times shall be pleased to answer all questions from you or from others who might wish to try it. Wishing you every success, I am, yours truly,

(Signed) A. J. SNOOK.
Weimar, California, New England Mills.

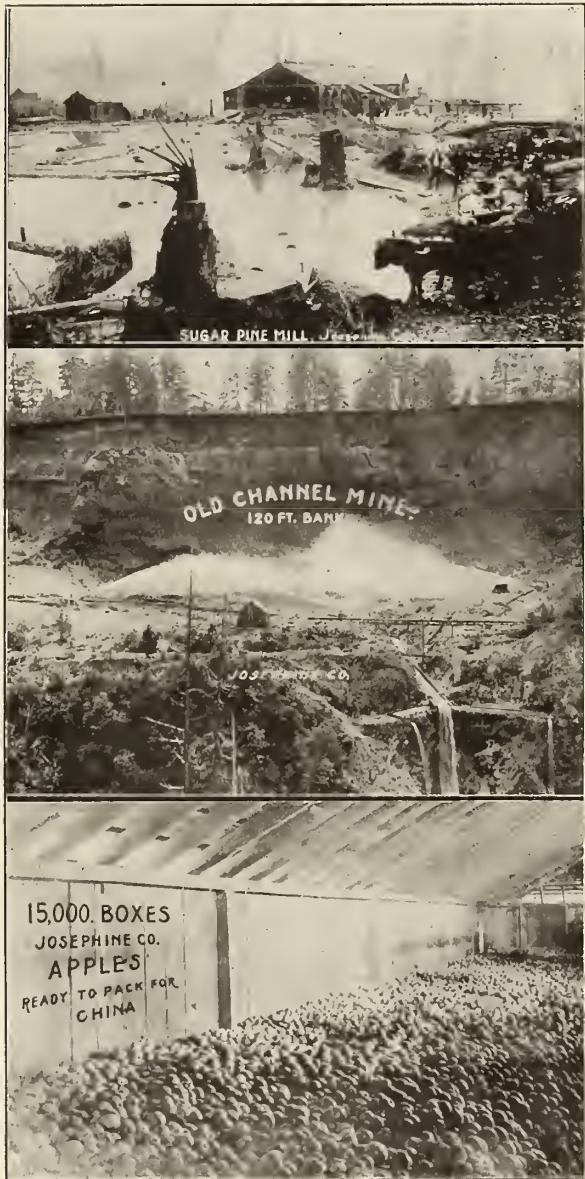
Mr. Martin believes he has solved the way to control pear blight. The above spraying of Mr. Snook's orchard was done under the direction of Professor P. J. O'Gara, of the United States Department of Agriculture Bureau of Entomology. Professor O'Gara used Rex in treating the trees for scab and not for blight.

Mr. A. S. Martin, general field manager of the Rex Company, suggested to Professor O'Gara to try the experiment of spraying with Rex lime and sulphur solution, as per paragraph No. 5, for pear blight, knowing that a true calcium sulphide, such as Rex lime and sulphur solution, will destroy bacteria germs. Spraying trees with Rex solution at the correct time, as per paragraph 5, kills the germs and also makes it distasteful to bees and other insects, and keeps them from attacking the tree, thus preventing the insects from transmitting the bacteria germs from tree to tree. Being cumulative in its action, it gives off for a considerable length of time sufficient fumes to allow the fruit to set, when all danger from pear blight is past—the bacteria germs being deposited in the nectar which the insect finds in the blossom. The nature of the disease being bacterial, the tree receives its first infection in the spring through the nectaries in the blossom; later, infection may be produced by the germ getting beneath the epidermis of the young shoots, conveyed by puncturing insects.

The results in Mr. Snook's orchard are wonderful and certainly very gratifying. Pear blight has been known for over one hundred years, causing losses running into the millions. Based on Mr. Snook's results, Mr. Martin and the Rex Company are to be congratulated, as the knowledge to pear growers means more than words can express.

Paragraph No. 4 shows wonderful results in controlling pear scab and freeing the trees from blight. Mr. Snook states he had blight last year. In paragraph No. 6 Mr. Snook speaks particularly of the healthy new growth on his peach trees which he sprayed for leaf curl.

On the advice also of Mr. T. B. Brown, vice-president of the Rex Company, Mr. Snook sprayed for mildew of the grapes in July, with perfect and immediate



SCENES SHOWING VARIED INDUSTRIES OF JOSEPHINE COUNTY, OREGON

but the trees have come out strong, and made a healthy growth for another season. It is a hard matter to set any date for spraying on account of weather conditions, elevation of orchards, and then certain locations are much warmer and earlier than others, so an orchardist must use his own judgment as to when to spray. Such heavy late rains as we experienced last season left the ground so wet and soft that a good many orchardists waited too long and let the scab form on the fruit, with very sad results. Just as soon as the weather clears and the trees and fruit are in the right condition for it, I spray.

(7) Also sprayed my vineyard with Rex and bluestone, in the dormant state, about the last of March, with different proportions. The vines grew stronger and better than they have for years;

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results, using one gallon of Rex to 40 gallons of water. In paragraph 8 he stopped mildew of the grapes, immediately—which is marvelous. Rex lime and sulphur solution certainly means protection to our fruit growers.

Mr. Snook states the best results were had from Rex straight without the use of bordeaux or bluestone. Three and one-half gallons Rex solution to 40 gallons water gave perfect results.

Mr. Martin advises reading carefully paragraph No. 5 over Mr. Snook's own signature. Mr. Snook is a prominent fruit grower and fruit buyer, one of the most reliable men in his section, and commissioner of the county. His results speak for themselves. Mr. Martin says the philosophy of spraying is to know and judge the correct time, based on climatic conditions for the specific trouble, with thoroughness one of the main points, as many failures can be traced to the lack of the above facts.

Mr. Martin lays great stress on spraying the tree when in the dormant state for the first spraying. The solution should be applied with force, gritting well into the bark, covering the under part of all twigs as well as the top part to kill all spores that winter over on the bark—spore life being the base of most all of our troubles—and spray the ground thoroughly around the tree. Weather conditions produce fungii and fungii produce spores; as we cannot control the weather, we can control the spores. Kill the spores before they germinate. If we can keep the spores off the tree disease cannot develop. Then follow with a second spraying, as per paragraph No. 5. Rain has no material effect on the wash and it takes but a short time to set.

Rex lime and sulphur solution is a true calcium sulphide. Mr. Moburg, the president of the Rex Company, is the originator of the improved product, although the company is still constantly improving the solution. The wide range of diseases to which fruit trees

are subject which Rex solution does control proves it to be the best general fruit wash the world has any record of, and means an immense output of the Rex solution.

Almost the whole world knows of Hood River as a place that produces the best fruits, and all of Hood River Valley should know, and could know, that there is one place in Hood River, under the firm name of R. B. Bragg & Co., that the people can depend on getting the most reliable dry goods, clothing, shoes and groceries at the most reasonable prices that are possible; try it.



A FINE WALNUT TREE GROWTH IN THE YARD
 OF AN ALBANY RESIDENT

THE OLDEST APPLE ORCHARD IN AMERICA

THE oldest apple orchard in America, says the Pendleton (Oregon) Tribune, if not in the world, is in the center of the ancient town of Manzano, eighteen miles southwest of Estancia, Torrance County, New Mexico. Many of the trees are more than six feet in circumference, but all are still fruitful and vigorous, although neglected for generations. Little is known of the history of this orchard, but the oldest inhabitants of the valley of the Rio Grande remember the orchard from childhood, and claim that the trees have not changed in appearance since then. Venerable Mexicans and Pueblo Indians tell of visiting the orchard as far back as they can remember, and finding apples on the ground in all stages of decomposition at least two feet deep.

The Estancia Valley has been peopled for ages, probably by the kinsmen of

the natives found by the Spanish explorers at Gran Quivira, Abo and other ancient cities. Probably in the early days of the Spanish occupation some Franciscan monk found his way to Manzano and there planted the seeds that have developed into these venerable trees. They are no doubt fully 300 years old.

An English walnut tree in Happy Valley was secured in 1863 from Germany, was transported to its present location in 1865, began bearing in 1867, and during the forty years since that time there has not been a failure of crop from the tree. The branches on the tree have spread forty-five feet.

CIDER APPLES WANTED.—For particulars write Ingham Vinegar Co., 64 Albina avenue, Portland, Oregon.

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For over thirty years efforts have been made to invent an evaporator for fruits and vegetables that would supply the needs of all classes of fruit growers, but until now each effort has been a failure in some respects. Many were too expensive for the small growers. Others were too cumbersome or bulky to be taken to the farmers' homes and all of them required more or less skill to operate them.

As a result thousands of men who ought to have had them have gone without them, and tens of thousands of acres that would have yielded a profit of \$100 per acre if devoted to fruit growing have been allowed to lie idle or cultivated in grain or grass, at a profit of \$10 an acre.

The machine to which we wish now to call your attention is the result of years of experimenting and the expenditure of much money and possesses these points of superiority over all others:

First. It is the cheapest evaporator for the amount of work it does by one-half ever offered to fruit growers.

Second. It will make the best and handsomest fruits and the most pounds to the bushel ever yet produced by evaporation.

Third. It is easily transported from the factory or railroad station to the farmer's home or orchard.

And fourth, it requires no skill to run it, as any woman or 12-year-old child can with a few hours' practice, produce as nice fruits as can the inventor himself.

These machines will be made to evaporate from 15 to 100 bushels a day, and the prices will range from \$150 to \$325, and either size will pay for itself in from 30 to 60 days on second-class fruits.

If from late frosts or other causes the fruit crop fails, plant two acres of squashes or three acres of sweet corn and the product will pay nearly twice the cost on average sized machine.

Where one of the smaller sizes has been bought and later on more capacity is needed, an extra section can be bought and added to the machine that will double its capacity at a cost of not over one-fourth the price of the original machine, as no extra heaters or expensive parts are required.

The radical difference between this and other evaporators is that while most of them require a very intense heat to do any work at all, and thereby not only endanger the fruits by burning if not constantly watched, but nearly always partially cook them and destroy their flavor, this begins to work with an increase of 10 degrees of heat, and when arranged for evaporating it is impossible to raise the heat inside to the cooking point, hence it requires no watching, and will do its work during the night while the family are sleeping as well as in the day time, though not quite so rapidly, of course. The result of this low temperature is simply to extract the water, leaving the sugar and the flavor of the fruit uninjured. Restore the water by soaking it, and your fruit will have nearly the quality of fresh fruit and be far superior in flavor to most of the

canned fruit. As before stated, it is simply constructed and so easily managed that a child of 12 years of age can, with a little instruction, run it successfully.

It will pay for itself in from four to eight weeks. Yet it is so durable that it will last for years, and aside from its value as a money-maker in curing fruits, etc., for sale, the saving to an average family in the cost of food, by reason of the preparation of the various articles for home consumption will, in a single season, almost equal the cost of the machine, while insuring during the winter months a variety seldom found now, except in mid-summer or autumn.

In addition to its value for curing fruits, vegetables, etc., it will be found during long, damp or rainy spells a great convenience for drying clothes, as it will thoroughly dry towels, napkins, etc., in from eight to ten minutes, and heavier materials in proportionate time, while heating the irons for ironing them at the same time. It can be run in the open air or in the house, as if it is properly connected with a chimney neither heat nor the moisture from drying fruits or clothes escape into the room.

In conclusion, we wish to call your attention to a few facts that it will be to your interest to carefully consider.

First, fresh fruits must always be sold in a local or nearby market and shipped promptly when ripe, regardless of price, or go to waste.

The shipping of second-class or inferior fruits glutts the market and not only reduces its own price, but also that of first-class fruit that would otherwise bring remunerative prices.

It costs just as much to furnish crates and pay freight on second-class fruit as on first-class fruit that would bring a good price.

A little second-class fruit mixed in with a lot of first-class fruit gives the commission men an excuse to rate it all as second-class, and they seldom fail to do it. If fruit growers would always work up their second-class fruit at home by evaporating it, and also their first-class fruit when the price falls below a fair profit, they and not the dealers or middle-men would be masters of the situation, and as evaporated fruits have all of America and eight foreign countries for a market, and the grower can hold it until he is ready to sell, there is no danger of a glutted market for it, or a price so low that it will not pay a fair profit for time and labor invested.

Again, where it is desirable to store up apples, etc., or vegetables for winter use, or to await a rise in prices, no loss need occur from decay, as by occasionally sorting it over and desiccating all that shows signs of rotting, it can all be saved and made profitable. And windfalls, or fruits ripening in advance of the main crop, can be handled in the same way, keeping the orchard clean and neat, and adding largely to the yearly profits of the grower.

Every buyer of one of these machines will be aided in getting the best and the highest prices for his products by the

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AMONG THE CANNERIES OF THE NORTHWEST

CANNERIES and fruit dryers are now busy taking care of surplus fruit crops and reports from all points indicate that the output will be much larger than at first was thought would be possible, owing to the short fruit crop.

At Albany, Oregon, one of the largest prune growing centers in the state, dryers were put in operation early in September. In all, nine dryers were put in use, and Lasselle Brothers, who are located there, expect this year to ship 150 cars of dried prunes to Eastern markets. This firm also has dryers located at North Yamhill, McMinnville, Union, Cove, Roseburg and Cottage Grove. The highest wages in several years are being paid to gather the prune crop, running from 7 to 10 cents per box.

A \$30,000 cannery will soon be erected at Freewater by the Weber-Bussell Canning Company. This plant will be the largest in either Washington or Oregon, and its managers are stated to have been very much surprised that the Freewater district was able to supply such a volume of fruit for its operation.

The cannery recently put in operation by the Weber-Bussell Company at Sumner, Washington, is receiving peaches and workmen are busy putting them up.

Eugene's cannery, employing 75 women and girls and half as many more boys and men, is handling peaches and prunes and turning out a big output.

The cannery of the Mutual Canning Company at Salem is reported to be unable to handle the product, although it is putting up about 225 cases, or over 5,000 cans, per day. Besides pears the company is canning apples and berries. The work of paring is being done by the piece. At one time the company had 12,000 bushels of apples stored for canning.

INNER Portland's rejoicing over having produced what was heralded as the "largest apple," was short lived. Mount Tabor comes forward with a Biddinger that beats the circumference of the Rose City famous Pippin by an inch. The apple measuring 14½ inches, grown by Mrs. S. L. Galbraith, at 38 Clinton street, is in the shade when compared with the fruit produced by H. W. Prettyman of Mount Tabor. Prettyman's exhibit is a red Biddinger and measures 15½ inches around, and was grown in Mount Tabor district by Prettyman on Prettyman's avenue near Prettyman's station. The crop is ripe now and a box of the fruit sold recently for \$2.50. As evidence of the unusual size of the fruit the grower states three tiers of the apples so filled a pear box that it was impossible to nail on the lid.—Portland Telegram.

GOT INQUIRY FROM MAINE.
BETTER FRUIT PUBLISHING COMPANY, Hood River, Oregon—
Am in receipt of letter from Augusta, Maine, in response to our advertisement in "Better Fruit." We are satisfied that we will realize good results from our advertisement.

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the act of Congress of March 3, 1879

IN reference to the article by Mr. L. D. Harris on spraying for the codlin moth, in this edition, we wish to endorse Mr. Harris' word of caution, and the advice of Professor A. B. Cordley in connection therewith. Mr. Harris says this is simply an experiment, without sufficient data, or definite enough, or a long enough trial to justify a conclusion. At most, he claims one would only be justified at present in making a similar experiment, say on a few trees or a row. In connection with the same article we wish to mention the remarks of the Assistant Professor of Horticulture of Utah, who says the experiment was not complete enough to draw definite conclusions. Furthermore it is known that some moths in captivity either do not breed or do not lay eggs. While it is not known that the codlin moth will not breed in captivity, inasmuch as some moths do not, it may be true of the codlin moth, and if so, this would account for the apples in the caged tree not being any more wormy than those in the surrounding trees in the open even though 300 moths were turned loose in the former and the calyx spray omitted.

∞

POOR LO, the Indian, has at last found a champion besides Joaquin Miller, in the person of Dominion Tree Inspector Wilson, of British Columbia. According to Mr. Wilson the Indian fruit growers on Vancouver Island, can, in many respects give their white brethren cards and spades in the matter of growing fine fruit and also in keeping their orchards free of pests. In a recent inspection there he found but few diseased trees and but one in the whole section that had to be cut down. It would seem that the oft repeated statement that the Indian is lazy, shiftless and unprogressive will have to be modified to "some" Indians as well as in the case of the white man.

∞

IF the yellow jacket is the fell destroyer of the codlin moth, as claimed by a Freewater, Oregon, orchardist, will it be safe to discard the sprayer and breed yellow jackets? This subject might afford some very interesting and lively discussions for horticultural societies during the winter months, especially if it were possible to bring in a few of these pugnacious insects to demonstrate the question during sessions. We do not for a minute doubt that the aforesaid yellow jacket can kill

the codlin moth by stinging it, in fact we are ready to swear that one or two we have had an encounter with could kill a horse at one sting, so to speak. But until some one far more courageous than we demonstrate more thoroughly the advantages of this saffron colored prize winner in the pugilistic arena of bugdom you can safely bet we will stick to the sprayer, though it become antiquated and very much out of fashion.

∞

NOT long ago we sprayed every two weeks or 21 days, or every so often. Professor E. D. Ball, of Utah, and E. L. Roberts of Paonia, Colorado, as far back as three years ago, gave it out as their opinion that three sprayings were all that were necessary. Last year in Hood River many reduced to four or five sprayings, securing practically clean crops. This year the orchardists of Hood River who have been studying and observing the codlin moth, decided to try spraying three times, believing it would be all that were necessary. One was put on at blossoming time, one in advance of the first brood and one in advance of the second brood. The first

CONTEST PRIZES AWARDED
We take pleasure in announcing to our readers that the Stanhope carriage, which we offered to the one who would get us the most subscribers in three months, has been awarded to Charles Meserve, of Grants Pass, Oregon, who has sent us 150 new names. The bicycle which was offered to the one who would get us the most subscribers during the month of August, goes to R. H. Weber, of The Dalles, Oregon, who sent us 50 names.

spray, as already stated, was applied at blossoming time, the second about June 5th, and the last about July 20th, or 45 days after the second.

It is now nearly the middle of September, and these orchards are practically clean. In fact, the editor, in going through his orchard Sunday could scarcely find a wormy apple. The editor is satisfied, with this year's conditions at Hood River; more sprays would have been useless. This does not mean three sprayings would be sufficient for all orchards under all conditions, but it does mean that in Utah, Colorado, and at Hood River results have been accomplished on the three spraying theory, to justify anyone in experimenting to determine if it applies to their district as well.

∞

BETTER FRUIT, original in idea, conception and execution, stands today the peer of all fruit papers in America—the handsomest and the best and the only one absolutely devoted exclusively to commercial fruit growing without any side departments.

∞

WE are endeavoring to help the fruit grower and everyone who depends upon the fruit industry for a living, and they in turn are helping us. Every man who advertises in Better Fruit helps to support the paper and the paper helps every grower to grow better

fruit, to put up a better package and get better results. In this number in the notes about nurserymen, we are endeavoring to help the grower and give him information about the different nurseries that will enable him to get good stock from reliable concerns. If we do this we help the grower and the nurserymen both, who help "Better Fruit." In this connection we request that when ordering of any of the nurseries that advertise in "Better Fruit" that you kindly mention us.

∞

IN September, 1906, "Better Fruit," then in its infancy, realized the importance of publishing a special treatise on apple packing. The number was original in conception and execution. Its practical and technical information it illustrated as well as could be done at that time. It was successful and widespread in its benefit. Commission men and growers were universal in saying that the number accomplished wonders in the way of improving the pack and grade of apples, and as a result growers who profited by its advice realized better prices and commission men got their benefits in higher values, so that all profited alike by its good work. In living up to our name, "Better Fruit," our aim is always to better conditions. So in September, 1907, we again produced a packing edition that surpasses our first effort in every way. It is complete. It is thorough. It is practical. And the illustrations are not only numerous, but clear and to the point. In fact, we almost believe we are justified in claiming that a man who had never packed apples could take this number, and by consulting it put up a pack of apples that could justly be called fancy. The number is worth a dollar, yes \$10, of any fruit man's money, and therefore is not for sale in single copies or to be given away as a sample. However, as we want every grower who does not take the paper to have one we will date subscriptions as long as the packing number lasts so as to include this edition. We won't sell a copy for a dollar or we won't give it away, but we will take your subscription and include this number without extra cost.

∞

THE editor of "Better Fruit" attended the meeting of the Pacific Coast Nurserymen's Association at Salem, and noted a high degree of intelligence among its members. The nurseryman is not what he used to be. Times demand a different type. A few years ago it did not signify half so much as today what varieties you got because the fruit eater was not so discriminating or exacting. Moreover in the Northwest a few years ago nurserymen were not trained, experienced business men as they are today.

∞

BETTER FRUIT secured 855 new subscribers in May, June, July and August. Progressive firms who want more business should make a note of this and put an ad in "Better Fruit."

∞

ONCE more the Northwest stands pre-eminent as a fruit country. When all other sections have either partially or wholly failed of a crop it is the one least affected. From all its districts come reports of good crops at high prices. It is possible that fresh fruit has this year reached a higher figure than it again will in many years, owing to peculiar conditions that have

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SPITZENBERGS

Of grafts and buds taken from the famous Stewart orchard, President of Washington State Horticultural Society.

SUNNYSIDE NURSERY
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rarely, if ever, existed before, and may never be again, although we are aware of the old saw that "history repeats itself." However, whether these conditions do or do not again exist, the fact still remains that failure of fruit crops elsewhere do not affect the great Northwest and that the markets of the world are always open to the best at high prices.

~~

IT is a good plan to order trees of a nurseryman you know or of whose nursery you know about. If you don't know find out from some one who does, and then get the best he has.

~~

BETTER FRUIT realizing the importance of the close relation between grower and nurseryman, feels that this edition will be appreciated by both. Many growers do not know of whom or where to buy trees, particularly those about to engage in setting an

orchard. Therefore we have published a list of the members of the Pacific Coast Nurseryman's Association, and be it said in reference to the list, the association's aim is to have only for members responsible, reliable people, who understand their business. We are personally acquainted with a great many of them and know others by reputation.

In this edition will be found a column of information about those we feel sufficiently posted on. In the columns of our paper will be found the ads of about thirty nurserymen. A catalogue and price list can be secured from any one of them by writing. We shall be willing at any time to give any further information in our possession to any one needing or seeking it. That will be fair to everyone and unjust to none.

~~

BETTER FRUIT turned down \$400 worth of advertising from concerns we did not believe in.

SOME GOOD ADVICE ON ORDERING FRUIT TREES

GET the best and never consider price. The editor of "Better Fruit" made three purchases of trees. In doing so he said to the nurseryman: "What will you charge me per tree for so many apple trees of such varieties, the best stock you have, and it must be number one?" The price was named, and the editor said, "I will give you three cents more per tree," but added, "they must be better than the best, and every one absolutely number one stock, free from all disease." The trees were all that I expected. It may seem an unwonted

extravagance to you, but stop and figure a minute: Three cents per tree, 60 to the acre, or \$1.80 extra per acre for the best of stock. One poor tree producing one box less is equivalent to the extra price paid. Sixty trees choice stock that produce one-half box extra, or 30 boxes to the acre at \$2.00 per box totals \$60 in one year. Compare this to the extra cost of the trees at \$1.80 per acre. It shows an outlay of \$1.80 returns of \$60 in one year or \$600 in ten years, which beats any mining scheme or compound interest ever heard of.

PERSONAL PARAGRAPHS ABOUT FRUIT LOVERS

AVISITOR at our office during the month was John Newhall, of Chicago. Mr. Newhall was taking his first whirl in the apple belt of the great Northwest and stopped off at Hood River to be present on the day the bids were opened for the apples of the Hood River Apple Growers' Union. Just out of college young Newhall is full of energy and the characteristic push of his father, F. Newhall, of the firm of F. Newhall & Sons, of Chicago, one of the largest apple handling firms in the world. While the orchards here interested Mr. Newhall very much, the scenery interested him much more. He thinks the Oregon country is a wonderful one and was much pleased with his trip to the Northwest.

Another apple man from Chicago who was here representing G. H. M. Wagner & Sons, was F. S. Morse. Mr. Morse was also a newcomer in Oregon and more familiar with the fruit country of Missouri and California. In his visit to our office he was accompanied by W. R. Farley, of the A. Levy & J. Zentner Company, of San Francisco, who was here on a similar errand, that of bidding on the apples of the Hood River Apple Growers' Union.

Sidney C. Miller, representing the large Eastern firms of C. H. Weaver & Co., Chicago, and Phillips & Son, of New York, is one of the new buyers who came to Hood River recently. Mr. Miller intends to make his home in the Northwest and is at present staying at Spokane. He was anxious to secure a consignment of Hood River's Newtowns and Spitz, but stated that he was doubtful if they could be obtained. He secured the crop of the Stevens County

Association, of Meyers Falls, Wash., by an accident, happening to meet the manager of that organization at Spokane, who was on his way east to dispose of the fruit. Mr. Miller stated that the fruit is first class, and considered himself very fortunate in getting it with such a big demand and such a great shortage of fruit as exists this year.

Dr. J. S. Johnson, accompanied by J. S. Nerhaugen, both of St. Paul, Minn., made a short visit at Hood River, including in it the "Better Fruit" office, a few days ago, after having returned from White Salmon, Wash., where they purchased 300 acres of fruit land. Dr. Johnson informed us that through taking our publication he had become interested in the Northwest and wanted to see a country such as was illustrated in "Better Fruit," and was so favorably impressed that altogether he has bought 600 acres in the White Salmon Valley. The doctor was here in July, but came again in September bringing Mr. Nerhaugen with him, who also invested.

Mr. H. Palmer, one of Chicago's distinguished citizens, and son of Mrs. Potter Palmer, known on both continents as one of America's great society leaders, included Hood River in a tour of the Coast which he made recently. Mr. Palmer has invested in timber in Southern Oregon, and is also interested in Oregon as a fruit country. In a very pleasant call which he made at our office he stated that in his opinion Oregon presented more opportunities to both home-seeker and investor than any of the other Pacific Coast states. It is his intention to spend part of each year on the Coast looking after his interests here.

GRAPE LAND

The Rogue River Valley,
"The Italy of America"

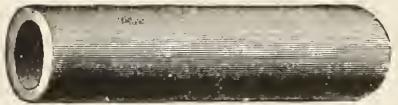
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The Finest in the World
Soil and Climate Unsurpassed

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THE W. B. SHERMAN
REALTY CO.
GRANTS PASS, OREGON

Salem Tile Factory



GOLD MEDAL
Highest award on Tile at Lewis and Clark Fair
Tile From 3 to 12 Inch
Order carload lots or for further particulars
write for booklet or call on or address
J. E. MURPHY
Fairgrounds Post Office, Oregon

Virginia Fruit Farms

IN THE NOTED ALBEMARLE REGION
Full List upon Application to
H. W. HILLEARY & CO.
CHARLOTTESVILLE, VIRGINIA

D. McDONALD

HOOD RIVER, OREGON

Headquarters for

FARMING AND ORCHARD

TOOLS

Disc Harrow Extension for
Orchard Cultivation a Specialty

When you want any kind of Orchard Tools
come to me and get the BEST

Kennewick's Greatest Offer

COME AT ONCE AND MAKE A FORTUNE
One of those five-acre garden tracts, all
planted and bearing, \$500 an acre yearly in
crops; good home building with all modern
improvements; beautiful lawn, flowers, etc.
Also sixty acres joining city, in alfalfa, yield-
ing yearly ten tons an acre.
Kennewick is the healthiest and best place
for retired farmers, merchants, etc. New
country developing and great fortunes to be
made with little money. Above land can be
divided soon and sold off for double the price
asked. Write for special lists.

Hanson-Rich Investment Co.
Kennewick, Washington

WHAT PACIFIC COAST
NURSERIES ARE DOING

Continued from page 15

from the bearing trees. Selecting scions
is very important. Growers wanting
cherry trees would do well to correspond
with Mr. Freeborough.

Cedar Hill Nursery Co., Winchester,
Tennessee—While this nursery is a long
way from home they claim to be offering
great inducements to all planters wanting
well grown stock in large quantities
and will furnish catalogs and price lists



LIMB OF LINN COUNTY
CHERRIES

on application. Apples, cherry, peaches
and pear trees are made a specialty with
this firm.

Shenandoah Nurseries, Shenandoah,
Iowa—D. S. Lake is the proprietor of
this nursery and deals in both foreign
and domestic stock, making a specialty
of apple, cherry, plum and peach
seedlings, rose stalks, plants for hedging,
and in fact raises a general line of
nursery stock. Price lists will be
furnished on application. It does a large
wholesale business and particularly
notifies the trade and nurserymen of its
seedling stock.

Brooks & Son, Carlton, Oregon—Are
making a specialty of importing choice
French Walnut Seed. The country
around Carlton is particularly adapted to
walnut culture, and anyone wishing to
plant walnuts can get considerable
information from them by writing for
catalog.

Capital City Nursery, Salem, Oregon—
Is so called on account of being located
in the capital of the state. It has
planted stock of all varieties for sale.
The stock is grown in the Willamette
Valley, where climate and moisture
grow the very best of trees. Prices will
be furnished on request.

Okanogan Nursery, Okanogan, Wash-
ington—Jack Evans is the proprietor of
this nursery, being well and favorably
known in the celebrated Okanogan dis-
trict, which is rapidly securing a reputa-
tion of producing the very finest of fruit.

Hanford Nurseries, Oakesdale, Wash-
ington—Make a specialty of general
nursery stock with the following three

HILL

MILITARY ACADEMY

A BOARDING and Day School for Boys
Manual Training, Military Discipline, College
Preparation. Boys of any age admitted at any time.

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PROPRIETOR AND PRINCIPAL
PORTLAND, OREGON

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TESTED LENSES
GROUND

Over 30 Years' Experience

TELESCOPES, FIELD GLASSES
MAGNIFIERS TO EXAMINE SCALE

HOOD RIVER, OREGON
AND GLENWOOD, IOWA

W. D. ROGERS

Hood River Studio

Babies' Photos a Specialty

FIRST CLASS PHOTOS
ALL WORK FINISHED UP-TO-DATE
VIEWS OF ORCHARDS

Cupid Flour

Has same standing in the Flour
Trade that Hood River Apples
have in the Fruit Trade. Made by

HOOD RIVER
MILLING CO.ANOTHER COMBINATION
FOR READERS

Pacific Monthly . . .	\$1.50
Weekly Journal . . .	1.00
Better Fruit	1.00
	\$3.50
All three for	\$2.00

ADDRESS

BETTER FRUIT PUB. CO.
Hood River, Oregon

PUYALLUP VALLEY BERRIES

WRITE FOR BOOKLET

JOHN MILLS & SON
PUYALLUP, WASH.

LAND OF BIG, RED APPLES

WE ALWAYS HAVE SOME
CHOICE TRACTS TO OFFER
At popular prices and sell them strictly on their merits.
Years of study given to Hood River and its products.
Can sell you intelligently. Call on or address

Geo. D. Culbertson & Co.

Leading Land Agents Hood River, Oregon

FRUIT LAND FOR SALE ALSO ALL KINDS OF PROPERTY HOUSES TO RENT

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O. F. G. RABBIT PAINT

Protects orchard trees from damage by rabbits and
field mice. One gallon is sufficient for 300' or more
three-year-old trees. No oil, no tar. Materials for
one gallon \$2, one-half gallon \$1.25, express paid

Benjamin C. Auten, Carthage, Missouri

True to Name Nursery

Offers to planters for the coming
season their usual choice stock of
Yellow Newtown, Spitzemberg and
other leading varieties adapted to
this locality; also a few Buerre
d'Anjou and Comice pears. Last
year our entire stock was sold
November 1. Our stock this year
is limited, hence the advisability
of filing orders at an early date.

Address, H. S. GALLIGAN
PHONE FARMERS 349
HOOD RIVER OREGON

LOOK HERE

We offer one of the largest stocks of
cherry trees grown, grade and quality
second to none, in all commercial
varieties. Also a complete line of other
nursery stock. By sending your orders
direct to Washington Nursery Co., you
will save 25 per cent. Address for prices.

REMLINGER BROTHERS
R. D. No. 2 Vancouver, Washington

slogans—Trees true to label; trees which grow; trees which satisfy. Catalogs and prices furnished on application and satisfaction guaranteed.

Southern Oregon Nursery, Oakland, Oregon—This firm has no agents and claims to do business without paying a commission and therefore able to give you the very best of stock at a very low price. In addition it personally attends to filling all orders and assures you that you will get trees true to label. If you want to do business with it you will have to write and send for a price list.

THE DIAGONAL PACK



THE above illustration shows the diagonal pack, which is largely used at Hood River. Attention is called to the perfection of the pack as an object lesson in the way of uniformity.

Hood River was one of the first sections to introduce the diagonal pack, and "Better Fruit" recommends it, where possible, to the other sections. It is started by placing the two apples in the bottom layer at the end of the box as shown in the picture; then the two in the next row are placed in the first and third columns from the right; next is placed the second apple in the second column from the right; next the third apple in the right hand column. This gives you in starting the diagonal completed, ranging from the first apple in the left hand column across to the third apple in the right hand column, from then on the work is simple.

The advantages of this pack are that the apples can be put in place and pressed firmly against each other without any of the crowding that frequently occurs in the straight pack, which often causes bruising by the last apple across the box having to be jammed down along its side as the second, third and fourth layers are filled in. The pack should be so handled as to have the apples in the middle of the top layer from three-fourths of an inch to an inch above the edge of the box. In finishing out each layer and particularly the top layer, the apples are so turned as to bring them on a level with the end of the

FRUIT SPRAYS

SAMPSON LIME AND SULPHUR SOLUTION

This is the spray that does the work. It is used by the best fruit growers in Oregon. It is made according to the legal formula. It is scientifically made by experts in a fully equipped plant. No detail is overlooked in its manufacture. It is the best spray on the market. Don't experiment with inferior sprays. If you want the best, this is it, and it costs no more than the inferior. Write today for further information to

The Grants Pass Canning Co.
Grants Pass, Oregon

Hood River, Oregon POSSESSES

CLIMATE—A desirable medium between the drier eastern and the more moist western conditions of the Northwest.

SOIL—Volcanic ash, rich in phosphates, and recognized as the best in the world for apples and strawberries.

THE HOOD RIVER LAND EMPORIUM

has the only set of Land Abstract Books of that district, and makes a specialty of Real Estate Abstracts, Conveyancing, Loans and Insurance.

HOOD RIVER, OREGON

I have for sale 3000 1-year-old Cherry
Trees well grown, clean and straight.
I do my own budding from bearing trees.
Price on application. H. Freeborough,
Sunrise Nursery, Montavilla, Oregon.

E. P. Loomis & Co.

Established 1868

Wholesale and Commission Merchants

Potatoes and Onions

Fancy selected APPLES in boxes are a specialty. Telegraph Codes: Economy, A B C and Scatter Goods. Cold storage warehouse, 95-97-99 Barclay St., N. Y.

95 Barclay Street, New York

ROGUE VALLEY LANDS

FRUIT LANDS

At \$5.00 per acre up. Now is opportune time to invest.

Climate—Italy of America.

Address us for illustrated pamphlet

Gilette Realty Company

Grants Pass, Oregon

Oregon Sienna Paint Co.

Manufacturing the best paint in the world. Six of the main buildings at Fair grounds, near Salem, painted with our paint. Awarded first prize at Lewis and Clark Fair and at the State Fair at Salem, 1907. Send for pamphlet

DEPT. NO. 1 SALEM, OREGON

FOR HIGH PRICES AND FRUIT WORTH THE MONEY

The DAVIDSON FRUIT CO.

of Hood River, Oregon
STANDS AT THE HEAD OF THE LIST AS
PACKERS AND SHIPPERS

During the past thirteen years we have built up a reputation for *quality* that has enabled us to handle crops grown by members of the Local Union as well as other growers, at price above what they could otherwise secure.

Our mission is to give the growers good prices, and the buyers fruit of such quality as will enable them to make satisfactory profits.

Our specialties are APPLES and STRAWBERRIES, but we handle all kinds of fruits grown in this section, including Pears, Plums, Cherries, Blackberries and Raspberries. If you are a buyer write us. If a grower call and see us, or telephone Main 71.

DAVIDSON FRUIT COMPANY

A Trip to the Coast

Is incomplete without a ride
on the

Mt. Hood Railroad

By Mountain Streams, Apple Orchards
Virgin Forests and Snow
Capped Peaks

Connects with O. R. & N.
at Hood River, Oregon

Stanley-Smith Lumber Co.

WHOLESALE AND RETAIL

LUMBER

Lath, Shingles, Wood, Etc.

Hood River, Oregon

box. Where apples are packed for export and are wrapped it is not necessary to place every apple either on its side or its end. Where possible, it is advisable to have the stem end against the sides, bottom and top of the box, for the reason that this end of the apple is firmer than any other part, and consequently resists pressure better. For this reason less bruising will result.

The box should be lined with paper and a layer of it placed between each layer of apples. Also one on the top and bottom.

We shall in future numbers of "Better Fruit" illustrate a fruit pack, accompanying it with a specimen illustration.



STOKELY CYLINDRICAL
FRUIT CRATE

Largely in use in the South and which
will soon be placed on the market in the
Northwest

WILL MANUFACTURE CYLINDRICAL CRATE

W. R. STOKELY, patentee and manufacturer of the cylindrical fruit crate, which was featured in the May number of "Better Fruit," writes that he is planning to establish plants in the Northwest for the manufacture of his innovation in the fruit packing and shipping industry and expects to ship a carload of them to Hood River this fall. The cylindrical crate has been put in use in the Southern states and Mr. Stokely states that he has arranged with fruit growers in each one of them to install a plant. He first thought that he would be able to build a plant somewhere in the Northwest in time to take care of this year's fruit crops, but finding this impossible will turn his efforts toward organizing associations and companies for this purpose next year.

The intention is to build a plant both in Washington and at a central point in Oregon on the stock company plan, which has been found very successful in

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125 FRONT STREET
PORTLAND, OREGON

Respectfully solicit your consignments and
guarantee satisfaction. Located in the heart
of the wholesale district we are splendidly
prepared to get the best prices for anything
you have to sell. *Write us when you have
anything to offer.*

Richey & Gilbert Co.

H. M. GILBERT, President and Manager

GROWERS AND SHIPPERS OF YAKIMA VALLEY FRUITS AND PRODUCE

Specialties: Apples, Peaches, Pears
and Cantaloupes

TOPPENISH, WASHINGTON

\$15
15
30

DOUBLE YOUR SALARY

Don't spend spare time thinking
what you might be if your salary were
doubled! *Doing*, not thinking, will make
your wish a reality. Our free booklet,
"Are Your Hands Tied?" tells you what
to do and how to do it. Thousands have
already doubled or largely increased
their salaries by following our plan.
Under our guidance you can do the
same. Act today! *I. C. S. Text-
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Learn By Mail

Mechanical, Steam, Electrical, Civil, Mining, Tele-
phone, and Telegraph Engineering; Shop and
Foundry Practice; Technical Drawing; Archi-
tecture; Plumbing; Sheet Metal Pattern Drafting;
Chemistry; Ornamental Design; Lettering; Book-
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ing; Locomotive Running; Electrotherapeutics;
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Circular free. State subject that interests you.

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Okanogan NURSERIES

HARDY, NORTHERN GROWN TREES

OKANOGAN, WASHINGTON
[OKANOGAN COUNTY]

WHOLESALE RETAIL

THE DALLES NURSERIES

R. H. WEBER, Proprietor

THE DALLES, OREGON

Grower and Dealer in FRUIT,
SHADE AND ORNAMENTAL**TREES**GRAPE VINES & SMALL FRUITS
EVERGREENS, ROSES & SHRUBBERYREMEMBER—OUR TREES ARE GROWN STRICTLY
WITHOUT IRRIGATION**Ryan & Newton
Company**Wholesale Fruits & Produce
Spokane, Wash.We have modern cold storage
facilities essential for the
handling of your products.Reliable market reports
PROMPT CASH RETURNS

the South. Mr. Stokely says that while stock for a plant in the Northwest can be easily secured in the Southern states he would prefer having it raised in its vicinity as it will create more interest in its product than if taken by stockholders who are not tributary to it. Where the plants have been built one of the stockholders has been elected manager and the business conducted on a co-operative basis. He would like to negotiate for a suitable location for the establishment of a plant and will be pleased to have anyone who is interested correspond with him on the subject. Any bonuses, free site or other concessions will inure to the benefit of the stock-

JAMES HANDLY,
Originator of National Apple Day**WE WANT YOU**TO BE A READER OF A MAGAZINE
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Full of best of stories and good reading for every member of the family

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BROS.****WHOLESALE
FRUIT &
PRODUCE**Growers and Shippers of the Famous
Mosier Valley Fruits
Portland, Oregon**H. WOODS Co.****WHOLESALE FRUITS
and
COMMISSION**

Apples, Peaches and Strawberries

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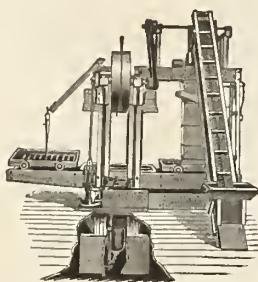
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Hydraulic Presses For Cider & Wine Making

10 to 600 Barrels
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Steam
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Everything
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Machinery Guaranteed
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420 Acres Devoted to Nursery Purposes

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FRUIT TREES, SHADE TREES,
SMALL FRUITS, ORNAMENTAL PLANTS,
EVERGREENS, ROSES, ETC.

THE WOODBURN NURSERIES have been in existence
forty-four years with only one change of ownership.
Tree growing is our profession and our stock
is not the result of experiments, but knowledge.

F. W. SETTLEMIER
Agents Wanted WOODBURN, OREGON

Sunset Magazine . . .	\$1.50
Road of a Thousand Wonders75
Better Fruit . . .	1.00
	\$3.25
All three for . . .	\$1.25

ADDRESS

BETTER FRUIT PUB. CO.
Hood River, Oregon

C. H. GILLETTE

ASHLAND, OREGON

Real Estate and Loans

Fruit Land, Farm Property
City Residences and Lots

REFERENCES

First National Bank or Bank of Ashland
FOR RELIABILITY
Any business man in the city
Correspondence answered promptly

ing away of the fruit it would be hardly worth while to give a second thought to the proposition. The prime idea of having National Apple Day, however, was to place it before the people for its educational features. It goes without saying that the apple is pre-eminently an American fruit; as Emerson has said, "It is our national fruit." It is very apparent to even the casual observer that in some years the crop is abundant; so much so that in many communities it seems to have no special value, and is allowed to rot on the trees; this condition has often been witnessed when closer observers of the situation have well known that there were millions of the people in the country who probably never tasted a fresh apple from one year to another.

On the other hand, there are years of apparent famine in the apple orchards, and those who would appreciate and enjoy this wholesome fruit greatly miss its blessing in their homes and on the family tables.

There is no question but that concerted thought and action one day in the year would do much to advance all the manifold advantages of the apple industry, and would be highly beneficial in lighting the way for more uninterrupted supplies of the fruit to where it would be heartily welcomed.

In the years of plenty, the growers too often meet with strong combinations preventing their shipping to favorable markets, and in placing the products of their labor to the best advantage in cold storage. Those taking the time to observe National Apple Day, and to give the subject the thought it demands, should find some ways and means for the relief of many apple growers who may be handicapped by opposing forces, and then, during the years of failure and scarcity of the fruit, a union of effort after proper investigation may disclose in many instances the cause of failures and throw searchlights along paths and directions leading to better results.

Viewing the situation as a whole, it seems to be rather a marvel that such an important product, one which forms a leading industry of the country, and one which might be elevated to almost a measureless magnitude, should receive such comparatively little attention. We recognize the fact, however, that during the past few years there has been an increase in national, state, district and county horticultural societies but with all these encouraging circumstances, too many regard these gatherings in the same light as they do the churches, where the multitude comes and goes like

OLDEST LIVERY COMPANY IN
THE VALLEY

TRANSFER & LIVERY CO.

Special Attention to Commercial
Men, Camping & Fishing Parties

TELEPHONE MAIN 131

HOOD RIVER, OREGON



When you get to Hood River
stop at the

MT. HOOD HOTEL

Trains stop directly in front of
Hotel. Bus meets all boats

Daily stages for Cloud Cap
Inn during months of July,
August and September

HOOD RIVER VALLEY

The land where the Spitzenberg and Newtown Apples reach perfection. A country noted for its rich productive soil, healthful climate, beautiful scenery and pure water. An ideal country for a permanent home. Don't delay. Write us today for reliable information and descriptive matter about the wonderful Hood River Valley. All inquiries promptly and cheerfully attended to. You get the facts. Nothing misrepresented.

J. H. HEILBRONNER & CO.

Reliable Real Estate Dealers Hood River & Portland, Oregon

Underwood and Little White Salmon Choice Fruit Land for Sale

I have a number of choice places for sale, improved and unimproved. Some with good heavy timber, ranging in price from \$18.00 to \$100.00 per acre. Some vacant land and relinquishments

F. W. DEHART
UNDERWOOD, WASHINGTON

a door on hinges, failing to retain the timely admonitions, and to make reasonable efforts to hew along lines that have been clearly defined, and earnestly impressed upon their attention. There is no pursuit or industry that could not be vastly improved by making the effort, and the stronger and more general the effort, it naturally would follow, the more beneficent would be the far reaching results.

At this approaching third anniversary of National Apple Day, it is earnestly hoped, especially in the regions of country where the fruit is scarce that the educational features will be made very prominent. There is a well grounded assurance that in all horticultural schools, special lessons will be given, and appropriate exercises will be held, disseminating timely and useful information upon apple culture. This teaching, however, should be carried in wider courses through all educational institutions. It should be a day of special instruction to schools in the farming districts, where students should be taught the definitions of all technical terms used in the selecting, planting and cultivating of trees. In such schools it would be very helpful if a prize of a peck or more apples, or an apple tree, should be awarded to the boy writing the best composition on the caring for an orchard.

Where apples are plenty, the beautiful custom of giving specimens of the fruit to children, and especially in sending supplies to orphan homes, hospitals and other worthy institutions, should be maintained.

It must be remembered, however, that no iron-clad rule can be laid down for observing the day, as it is very obvious that what would be serviceable in one place would be most impracticable in another locality. It is earnestly hoped, however, that people everywhere will give the proposition due thought and attention, and observe the day in some manner, which will not only be creditable to individuals, but to the communities in which they may chance to live.

JAMES HANDLY.

~~

THE Central Point, Oregon, Herald says that a branch of plums was recently brought to that office by Hon. S. M. Nealon, grown on his place near there, that was one of the finest products ever shown in the Rogue River Valley. The branch was something like two feet long, having on it 61 big, fine plums.

NOTICE

We have no agents. Prefer to sell direct to customers. A saving to them of 30 per cent. Further, when you deal direct with the nursery, you are sure to get varieties true to label. An agent works for the commission. We are for your good will, and a reasonable profit on sales. Many agents fill their orders and ship personally. When their nursery is out of varieties ordered, what happens? Isn't it natural for an agent to try and save the commission, part of which has been paid him? Send for our price list.

**SOUTHERN OREGON
NURSERIES, OAKLAND, ORE.**

THE ROGUE RIVER VALLEY THE CREAM OF CREATION

Has again demonstrated by the great crop of fruit now set for 1907 that this is the surest in its crop production of any part of America. This fact makes this district look good to the trained horticulturists of all other sections of the Northwest. When it is conceded that orchards approaching the bearing period here are held at less than one-half the figures demanded for similar lands in other districts yielding less net profits than here, it should impress the readers of "Better Fruit" that now is the time to invest in this favored valley, with its regular crops and famous good climate. The homeseeker will get the benefit of more than twenty years' experience in the fruit business by dealing with the

ROGUE RIVER LAND COMPANY
EXHIBIT BUILDING

MEDFORD, OREGON



L. C. Smith & Bros. Typewriter

(Writing in Sight)

L. & M. Alexander & Co.
Exclusive Dealers Entire Pacific Coast
170 Fifth Street, Portland, Oregon

Used and endorsed by:

Better Fruit Publishing Co.,
Hood River Fruit Growers Association,
Hood River Land Emporium,
all of Hood River Oregon.
East Hood River Fruit Growers Union,
Mosier, Oregon.
Ladd & Tilton and Merchants National Bank
Portland, Oregon.

Bargains in Traded Out Machines

TREES

We have a magnificent assortment of Fruit Trees, Grapevines, Roses and Ornamental Stock.

Let us figure with you on your requirements in Walnuts, either in grafted or seedling trees.

Write for illustrated Booklet on Burbank's latest creations. Santa Rosa Plum, Rutland Plumcot, Paradox and Royal Walnuts.

Our new descriptive catalogue is a compendium of valuable information. It is free.

Fancher Creek Nurseries

Incorporated Paid up Capital \$200,000
GEORGE C. ROEDING, President and Manager
Main Office
1225 J Street, Fresno, Calif.

NORTHWEST REAPING HARVEST FROM FRUIT

SALES of fruit which have taken place during the past month show that this will be an unprecedented year for high prices in all districts. Compared to other districts, Oregon, Washington, Idaho, Montana and British Columbia have the largest and best crops that have been reported from anywhere this year. This not only applies to apples but to pears, peaches, apricots and prunes as well. The prune, which has been regarded for several years as an uncertain money-getter in fruit markets, this year will bring growers handsome returns both green and dried, and must result in a great benefit to the industry. Increased shipments of green prunes show that the markets of the East are becoming aware of the value of this fruit for other purposes than to be sold cured. In this connection it would seem that with practically two markets for the prune its prospects are bright for future seasons.

One of the sensational features of apple buying on the Pacific Coast this year was the sale of the product of the Hood River Apple Growers' Union, which went for higher prices than have ever been known in the history of the apple business anywhere in the world. As usual the fruit was sold to the highest bidder which happened in this instance to be the Davidson Fruit Company, of Hood River, although 21 bids were received and representatives of many of the largest apple handling houses in America were on the ground. Among whom were: G. H. M. Wagner & Sons, Chicago, by F. S. Morse; F. Newhall & Sons, Chicago, John Newhall; F. H. Page & Son, Portland, Fred Page; Balfour, Guthrie & Co., Portland, T. W. B. London; Rae & Hatfield, New York, George Rae; A. Levy & J. Zenter Company, of San Francisco, W. B. Farley. The success of the Davidson Company in getting the apples came somewhat as a surprise to the big eastern buyers, and some of them made no attempt to conceal their disappointment. The purchase included about 55,000 boxes of fruit, all of which went to the Davidson people except a small consignment secured by a Chicago firm. For business reasons the prices were not made public, but it is known that the fruit sold for from \$1.50 to better than \$3.00 per box for all varieties. With the apples which the Davidson company got in addition to the product of the union they will this year ship in the neighborhood of 150 cars of apples from Hood River. It is estimated that there were 25,000 boxes in the valley which had not been sold to either the union or the Davidson Company September 15.

Rogue River has almost the same story to tell of high prices this year as Hood River for apples, and a good deal bigger one than any other district for pears. Its Newtows will this year bring a higher figure than last, when fine prieses were received, and Bartlett pears this year have netted growers there better than \$2.50 per box. As a pear country that around Medford probably has no equal in the world when it comes to raising the highest quality of fruit and getting the highest prices for it. It is estimated that several pear growers there will realize as high as \$20,000 for their crops and that prices for the winter varieties which were thought to have touched the top notch last year,

GEO. MIDDENDORF CO.

FRUIT

135-137 SOUTH WATER STREET, CHICAGO

HAVE A HEAVY **SALE** DAILY FOR WESTERN FRUIT

IF YOU WANT A CENTRAL OR EASTERN OUTLET
WRITE US AT ONCE, WE CAN ASSURE YOU GOOD **RESULTS**

A Fruit Home in Southern Washington

Take advantage of the low rates to the Pacific Coast and come to White Salmon, Washington. The finest fruit country in the world. Our Newtown and Spitzenberg Apples command the highest prices in the world's markets. Our Strawberries are the earliest in the northwest. The very best fruit land \$25 per acre. Ten acres make a comfortable home and a good living for any family. Located across the Columbia river from Hood River Oregon.

WRITE US FOR DESCRIPTIVE MATTER AND PRICES

Estes-Gregg Realty & Investment Co. WHITE SALMON
WASHINGTON

"A WISE INVESTMENT IS OFTEN MORE PROFITABLE THAN A LIFE'S LABOR"

Two thousand acres of level and fertile land in one entire body in wild hay, will be under the Government water system, nicely situated for subdivision; a good speculation. Price for entire tract, \$15.00 per acre.

Two hundred and seventy acres fruit or alfalfa farm, mostly Rogue River bottom land, about 100 acres already in alfalfa, which will raise four crops a season; good buildings; 200 acres under ditch owned by the place, with plenty of water. Price, per acre, \$60.00.

Seven hundred-acre farm on Rogue River, 250 acres in cultivation, 40 acres in alfalfa; large and good buildings and right on the Southern Pacific Railroad. Price for the entire tract, \$30.00 per acre. *We have many thousands of acres of fertile lands for sale at reasonable prices.*

WHITE & TROWBRIDGE, MEDFORD, OREGON.

FREE INFORMATION

Furnished those desiring same, concerning FRUIT, WHEAT AND IRRIGATED LANDS adjacent to Prosser in the lower Yakima valley

Write or call on

McNEILL & STAM, REAL ESTATE BROKERS
PROSSER, WASHINGTON



BUY THE BEST
SPRAY NOZZLE

THE FRIEND

All up-to-date fruit growers use it. You cannot afford to be without it. It saves labor, hose and machinery. We send the following goods by mail, postpaid:

FRIEND NOZZLES, \$1.60 **PRUNING SAWS, 18 inch, 75c**

CALIFORNIA CRESCENT PRUNERS, 12 inch, 65c

PRUNING SHEARS for thinning and picking fruit, \$1.00

Stewart Hardware and Furniture Co. Hood River
Oregon

H. S. EMERSON CO., Inc.

919-921 WESTERN AVENUE, SEATTLE, WASHINGTON

We always want fancy fruit. If you have anything to sell or consign, tell us all about it. Rubber stamp sent on request.

LESLIE BUTLER, President
J. N. TEAL, Vice President
TRUMAN BUTLER, Cashier

Established 1900
Incorporated 1905

Butler Banking Company

HOOD RIVER, OREGON

Capital Fully Paid \$50,000

Deposits over \$400,000

We give special attention to GOOD FARM LOANS

If you have money to loan we will find you good Real Estate security or if you want to borrow we can place your application in good hands and we make no charge for this service

The Managing Officers of this Bank have been residents of Wasco County for more than twenty-five years

W. M. LADD

C. E. LADD

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ESTABLISHED 1859

Ladd & Tilton, Bankers

PORLAND, OREGON

TRANSACT A GENERAL BANKING BUSINESS

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INTEREST PAID ON TIME DEPOSITS

W. H. MOORE, President

R. W. PRATT, Cashier

J. H. OSBORNE, Vice President

Hood River Banking & Trust Co.

Interest paid on Time Deposits

HOOD RIVER, OREGON

Sunnyside Land & Investment Co.

SUNNYSIDE, GRANGER and GRANDVIEW

RELIABLE DEALERS IN
FRUIT LANDS
OF THE YAKIMA VALLEY

FOR FULL PARTICULARS ADDRESS

Sunnyside Land & Investment Co. SUNNYSIDE
WASH.

will make a new record this season. As an apple, pear and peach country Ashland is coming to the front very rapidly. Its crop this year is of fine quality and a large share of it has been bought by a big New York buyer at a fancy figure. It is safe to say that the finest grade of peaches put out by any section on the Pacific Coast this year went from Ashland. Its other fruit also brought a good figure.

Wenatchee is preparing for its fruit harvest, but had not up to a late day this month sold its entire crop. It has had several opportunities to do so but is waiting to place it as advantageously as possible, although several big buyers have offered big prices for the crop. About 200 cars of apples will go out of Wenatchee this year. Cashmere, Toppenish, Chelan and other sections in that district are getting busy and will all soon be forwarding many cars of Washington fine fruit to eastern markets. According to report, Mr. C. France, an individual shipper at Wenatchee, has sold to Rae & Hatfield, of New York, 5000 boxes of Winesaps at \$2.00 per box; 5000 boxes of mixed apples at \$1.75 per box, and 3000 boxes of Ben Davis apples at \$1.25 per box, or a total of \$22,500. Mr. France still has some fruit left, and the total is expected to run to about \$35,000 when all is disposed of."

Vashon Island, (Washington) Association adopted the plan of sending its manager, C. J. Prior, to Eastern markets to dispose of its fruit this year, and his efforts are said to have met with fine success. While conditions this year did not make this move necessary owing to the great shortage of the crop, it shows that this organization has the progressive spirit and is taking steps to make its wares known where it will do the most good. The Vashon Island Association recently secured permission from the city of Seattle to construct a warehouse in that city and has commenced work on it.

Along the Snake River and in the other parts of the Lewiston-Clarkston country fruit shipments have already commenced. Peaches have been moving for several weeks and the apple crop is now engaging the attention of packers and shippers.

In Montana, the crop will go at good prices. The Bitter Root Valley Association, located at Hamilton, which recently secured the services of H. Ferbrache, formerly manager of the La Grande Association, is preparing to market its apples with a better pack and put up more attractively than in former years.

Everett, Washington, reports a heavy yield of apples and pears, with a fine crop of evergreen blackberries. Prunes are also yielding good there and good prices for all kinds of fruit is being received. Gravensteins sold for 75 cents per box and Bartlett pears brought a good figure.

British Columbia apples are slated to go out about the middle of October at a good figure, and pears are now being shipped with big returns.

PEARSON CEMENT COATED NAILS.

J. C. PEARSON Co., Care A. C. Rulofson Co., San Francisco, California—Gentlemen:—Replying to your letter of the 26th inst. in regard to Pearson Cement Coated Wire Nails, would say that we have used the Pearson Cement Coated Wire Nail for several years in the making of orange and lemon boxes, and have found it satisfactory in every way, and consider it superior to any other nail for box purposes. Yours very truly,

CALIFORNIA CITRUS UNION.

YELLOW JACKETS ARE FRIENDS OF RANCHERS

THE yellow jacket is regarded as one of the greatest of pests, says the Freewater (Oregon) Times. The discovery of a yellow jacket's nest is the signal for war. Kerosene oil torches flame against it. No rancher wishes to have them around. On the authority of one of our most observant fruit men we desire to state that they are the best friend the ranchers have in the insect world. They carry on a deadly feud with the codlin moth. The rancher watched them one day last week, and noted they were busy killing and eating the codlin moth. From one tree to another they went making a complete killing as they went along. Some of our subscribers may be skeptical with regard to this item, but the rancher who gives us the information is a keen and trained observer, and the information may be regarded as undoubtedly reliable. The Times will be glad to publish further information on this point from any of our readers. What has been done for the destruction of the San Jose scale by the introduction of insects from abroad, may be applied to the codlin moth by the encouragement of the yellow jacket.

THE LENOX KNAPSACK

A concern of standing, and a good one, 25 years in the business—the Lenox Sprayer Co., of 511 Sixth avenue, New York, makers of many kinds of spraying apparatus for the trade, and spraying material which the San Jose scale do not like very much—are offering the real Lenox Knapsack Sprayer in The National Fruit Grower, particularly adapted for use on small fruit, low trees, shrubbery, strawberry beds, potatoes, tomatoes, cabbage field, the poultry house, and upon the stock and in the stable. An important fact about this sprayer is, it does not require every few minutes to stop to pump air—or to swear. It can really be used by a lady, as the work is so easy and so simplified; you fill up the apparatus, and it is ready to work until empty. The regular market value of the machine is about \$5.00. Even though a barrel pump is owned on the place, a knapsack sprayer is handy many times in a great many places. Even the unwilling working boy delights in using this sprayer—the Lenox particularly so. The company, owing to being a little over-stocked—over-manufactured—offer them at a great cut price, which makes the investment well worth the while. Particularly at the present sacrifice in price, even though the season is a bit late, it is a good investment in order to have it early next season. Anyone having but few trees, a cow, and a chicken house should have one of these sprayers on the place. See their advertisement on page 42 of this issue.

THE highest price ever known to be obtained for apples was received by Oscar Vanderbilt, a Hood River grower, recently, who sold forty boxes of the Winter Banana variety at \$8 per box. The fruit was bought by Seeley, Mason & Co., of Portland, who disposed of it the next day to New York parties for the fabulous sum of \$12 per box. There are but few trees of this variety at Hood River, and the Winter Banana has not as yet become a factor in the commercial apple market.

FRUIT TRACTS FOR HOMES CLOSE TO THRIVING CITY

Make Money with Ease and Comfort in Suburbs of delightful

LEWISTON—CLARKSTON

Idaho

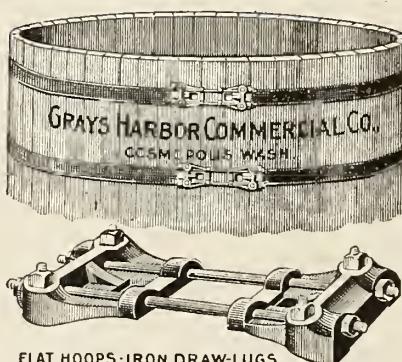
Washington

Mild Winters. Long Summers. Clear Mountain Sunshine. Low ALTITUDE—Head of river navigation in Columbia-Snake valley; 25,000 square miles of rich tributary territory. For over a generation its fancy fruits have been bringing highest prices and paying \$200 to \$1000 net per acre. Pure

mountain water PIPED UNDER PRESSURE to every tract by \$2,000,000 irrigation works, one of finest in world. No blizzards; no severe storms; no malaria; no asthma; no consumption. Finest educational facilities. All of our claims guaranteed. Investigate this long-established fruit colony before buying.

Just write for Pamphlet No. 108 or send 15c for panoramic photogravure, 8x36 in. postpaid in tube.

DEVELOPMENT LEAGUE, Lewiston, Idaho, or Clarkston, Wash.



TANKS

Accurately constructed tanks for most any purpose. Write for our illustrated catalogue and prices.

GRAYS HARBOR COMMERCIAL CO

ALASKA BLDG. SEATTLE, WASH.

The Best Agricultural Sprays in the world are the "Lion Brand"

PURE PARIS GREEN for Chewing Insects

CALIFORNIA WASH for San Jose Scale

ARSENATE OF LEAD for Chewing Insects

Send for our booklet, When, Why and How to Spray.

BORDEAUX MIXTURE for Rot, Blight and Mildew

KEROSENE EMULSION for Sucking Insects, Lice

Put up in convenient sizes, and at RIGHT PRICES

The JAMES A. BLANCHARD CO.

NEW YORK CITY, N. Y.

CHERRY GROWERS, YOUR ATTENTION

Royal Ann, Bing and Lambert Trees and also a complete assortment of Spitzenergs, Newtowns and other fruit trees

A. HOLODAY

MONTE VISTA NURSERY
SCAPPOOSE, OREGON

DAILY & BRIGGS, Farm and City Property

Mining and Timber Claims

Specialty of Fruit, Alfalfa and Stock Ranches in the Famous Rogue River Valley.

JACKSONVILLE, OREGON

We are now ready to make prices on

FRUIT TREE STOCKS

BOTH FOREIGN AND DOMESTIC

Apple, Cherry, Pear and Plum Seedlings, Rose Stocks, Plants for Hedging and General Nursery Stock

SEND LIST OF WANTS FOR PRICES

Shenandoah Nurseries

D. S. LAKE, Proprietor

SHENANDOAH, IOWA



J. S. CRUTCHFIELD R. B. WOOLFOLK N. N. FRITZ N. G. GIBSON
President Treasurer Secretary Vice-President

It is now time that you are considering the matter of marketing your output for this season, and in view of this fact we desire to call your attention to the peculiarly strong position we are in as marketers.

It is unnecessary to remind you that Chicago is the largest market in the United States; very large as a consuming center, and very much the largest as a distributing center to other markets. Very nearly all the fruit and produce coming from the great western fruit growing sections destined to the heavy consuming markets of the East are distributed through Chicago, thus giving you the advantage at all times of the strongest market in the United States, caused by the fact that when these shipments are handled by us we sell locally, if best prices can be realized here, otherwise send to any market in the United States or Europe, if it will command better prices.

We are able to do this because of the peculiar location of the city of Chicago, and the fact that it is the great railroad center of the United States. These being facts, we would call your attention to the ability we have for selling. We sell every large house in Chicago, and so do not depend upon any one store to handle the products marketed by us. We have our strong connection at Pittsburg, through Crutchfield & Woolfolk at that place. In addition to this we also have strong corresponding houses in all the cities east of the Missouri River.

We have already contracted with a number of associations and large shippers to market their crops, and would offer you our services in this line. We shall be glad to hear from you as to what you expect to have to market, and on receipt of this advice we will give you any information we may have at this end of the line. If intrusted with the marketing of your crop we promise you a **square deal, skillful salesmanship and prompt returns.**

As to our reliability and financial standing, we beg to refer you to the National Bank of the Republic, Chicago; the National Bank of Western Pennsylvania, Pittsburg; R. G. Dun & Co.; the Chicago Packer, and "Better Fruit."

CRUTCHFIELD, WOOLFOLK & GIBSON, Inc.

Corner Clark and South Water Street

CHICAGO, ILLINOIS

NEW ORLEANS

FANCY

The Largest
Wholesale
Exclusive
Concern of Its
Kind in the South
Appoint Us Your
Agents

APPÉL & UJFFY

EASTERN BUYERS.

EASTERN BUYERS.
F. Newhall & Sons, Chicago; George Middendorf Co., Chicago; Crutchfield, Woolfolk & Gibson, Chicago; H. Woods Co., Chicago; W. N. White & Co., New York; Steinhardt & Kelly, New York; E. P. Loomis & Co., New York; D. Crossley & Sons, New York; Rae & Hatfield, New York; Keally & Lovett, Pittsburgh; Appel & Uffy, New Orleans; Ives & Wynn, Philadelphia.

WESTERN BUYERS.

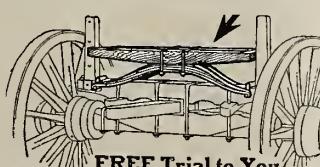
Davenport Bros., Portland, Oregon;; Pearson, Page & Co., Portland, Oregon; McEwen & Koskey, Portland, Oregon; Page & Son, Portland, Oregon; Davenport & Thompson, Portland, Oregon; Mark Levy, Portland, Oregon; Bell & Co., Portland, Oregon; Levy & Spiegel, Portland, Oregon; W. B. Glafile & Co., Portland, Oregon; Dryer, Bollman Co., Portland, Oregon; California Commission Co., Seattle, Washington; W. Biglow & Co., Seattle, Washington; Ryan & Newton, Spokane, Washington; Davidson Fruit Co., Hood River, Oregon; A. O. Hershey, Hood River, Oregon.

YAKIMA VALLEY, Wash., probably eclipses all other districts in the Northwest in the number of fruit trees now set out in that territory. Previous to last year there were 1,250,000 trees in orchards in Yakima County. During 1906, 1,750,000 were added, making a total of 3,000,000 trees in Yakima County alone. In Benton County previous to last year there were 690,000, with 650,000 set out in 1906, or a total of 1,340,000. In both counties the total number of trees is no less than 4,340,000.

TO shippers of late peaches a grading card recently sent us through the courtesy of the Pearson-Page Co., of Portland, may be of interest. According to them the grades that give the best satisfaction and bring the highest prices in the market are: F grade, 48 to 64; A grade, 64 to 80; B grade, 80 to 90; D grade, all over 90 and unwrapped.

OUR ADVERTISERS GET RESULTS.
BETTER FRUIT PUBLISHING COMPANY, Hood River,

Your July issue of "Better Fruit," containing apple and pear orchard scenes in our vicinity, and the short, concise statements as to the products and quality, has covered a wide range, as the inquiries we are getting show and has proved a fine advertisement for Southern Oregon. Very truly, SOUTHERN OREGON INVESTMENT CO.



Make Your Farm Wagon — Ride Easier and Last Longer

It doesn't take 30 seconds to slip a pair of **Harvey Bolster Springs** under your wagon-bed and forever end the continual chafing and wear and tear which soon puts any wagon out of business. You can save many a dollar by marketing your **potatoes, eggs, fruits**, etc., in a wagon that doesn't jam, break and bruise them, for it is a well-known fact that truck-buyers pay $\frac{1}{2}$ to $\frac{1}{3}$ less for fruits and vegetables when marketed in a wagon without springs. With **Harvey Springs** you **glassware**, etc., without getting it scratched or smashed to pieces. **Early**, **and** **often**, **and** **cheaply**.

which are marketed in a wagon without springs. With **Harvey Springs** on your wagon you can bring home **furniture**, **glassware**, etc., without getting it scratched or smashed to pieces. Why not save money and at the same time ride easily and comfortably on **long-lasting Harvey Springs**? **Harvey Bolster Springs** are scientifically made, leaf by leaf, from the very best tempered steel. We positively guarantee every pair to give satisfaction in every way. **TRY THEM AT OUR RISK!** We want you to use Harvey Springs on your wagon **FREE** for 30 days to find out for yourself that they're everything we claim—just as good as we tell you they are. This trial won't cost you a penny. Drop us a postal, giving weight of your heaviest load and your dealer's name, and we'll send you our catalogue and arrange with him to give you a set on **30 Days' Free Trial**. Be sure to write **TODAY**—before you lay down this paper. **Harvey Spring Co.**, 141-144 E. 14th St., N. Y.

WHEN WRITING ADVERTISERS MENTION BETTER FRUIT.

THE ANGLE LAMP

Saves time, saves oil, no shadow, no smoke, no smell, no danger. Brilliant, soft and mellow. The light that never fails; that is restful to the eyes; that will never cause a headache or strain

O. R. DAUGHERTY, AGENT
MOLALLA, OREGON

SEE ASHLAND

And make a choice from H. C. Galey's splendid list of homes, farms and fruit lands in all parts of the delightful Rogue River Valley.

Correspondence invited from Inquirers, Homeseekers, Investors and Dealers in all parts of the country.

Information furnished concerning the Orchards, Farms, Dairies, Mines, Timber, Homes, Schools, Churches and Climate of Southern Oregon.

H. C. GALEY, Ashland, Ore.

REFERENCES

BANK OF ASHLAND, Ashland, Oregon.
FIRST NATIONAL BANK, Medford, Oregon.
DOUGLAS COUNTY BANK, Roseburg, Oregon.
SHERMAN & HARMON, Portland, Oregon.

The PARIS FAIR

Hood River's Largest and Best Store

DRY GOODS SHOES, CLOTHING

We are offering some extra specials in our Clothing Department. Ask to see them

Try a pair of American Lady \$3 & \$3.50 Shoes or American Gentlemen \$3.50 & \$4

VEHICLES AND AGRICULTURAL IMPLEMENT

THE BEST OF
ORCHARD AND GARDEN TOOLS
A SPECIALTY

J. R. NICKELSEN
HOOD RIVER, OREGON



Wheat *lodges* because the stems are weak.

Potash

puts vigor and strength into wheat straw, and firmness into the grain—*saves* the crop, and *doubles* it.

We have pamphlets and circulars and reports that show how to use Potash, and what it does for soils and crops. Send a postal card and we shall promptly supply you with this money-making literature, free.

GERMAN KALI WORKS, 93 Nassau Street, New York
Monadnock Building, Chicago Candler Building, Atlanta, Ga.

Address office nearest you.

MEYER, WILSON & CO., Sole agents for the Pacific Coast, San Francisco, Cal.

WALNUT TREES

PURE SECOND GENERATION STOCK of

MAYETTES AND FRANQUETTES

SELECTED BY ME DURING MY RECENT VISIT TO FRANCE

10,000
BARTLETT
PEAR TREES
First-Class Yearlings

J. B. PILKINGTON, Nurseryman

Specialist in Nut Trees and Fine Ornamentals
Full Line of Fruit Trees, Shrubs, Roses, Etc. P. O. Box 242, Portland, Oregon

Eugene Real Estate and Investment Company

The very best FRUIT LANDS in the Willamette Valley

DAIRY FARMS, TIMBER LAND, CITY PROPERTY, INSURANCE AND LOANS 544 Willamette St., Eugene, Oregon

APPLE BOXES PEAR BOXES AND OTHER BOXES

FOR FRUIT IN ANY QUANTITY

WRITE FOR PRICES AND STATE HOW
MANY OF EACH YOU WILL WANT

J. J. BUTZER
190 FRONT STREET PORTLAND, OREGON

EARLY CLIMATE MEANS DOLLARS IN THE BANK

To the growers of fruit, grapes and berries at Kennewick, Washington. Did you ever stop and think what early climate means? It means strawberries ripe May first, and \$15 per crate. It means ripe gooseberries in April, and \$3 per crate. It means ripe peaches July first, and \$2.50 per box. It means ripe apricots in June and \$1 per basket. It means easy money to the grower, and a full pocketbook to the fortunate man who farms Kennewick Land. Kennewick is a delightful place for a home, and is rapidly filling up with satisfied people. There is more than \$200,000 in concrete buildings now erected or in course of construction in Kennewick. The Shipping facilities are the very best. We have two railroads and another now building, and an open river to Portland. Kennewick is in the midst of a vast area of irrigated lands, and the choicest lands can be had from \$125 to \$200 per acre on easy terms, all with perpetual water right under the Northern Pacific great canal. Would you know more about the great Kennewick country? Write for photographs and maps to the

KENNEWICK LAND Co., Kennewick, Washington

The largest and oldest Real Estate firm in the Great Columbia River Early Fruit Belt

A. O. HERSHEY, Hood River, Oregon
Wholesale Fruit and Produce
HOOD RIVER FANCY FRUIT AND PRODUCE A SPECIALTY

BURBANK & AMOS
REAL ESTATE
Irrigated Fruit Lands in the Famous Vale of Cashmere
The Garden Spot of Washington
CASHMERE, WASHINGTON

White Salmon

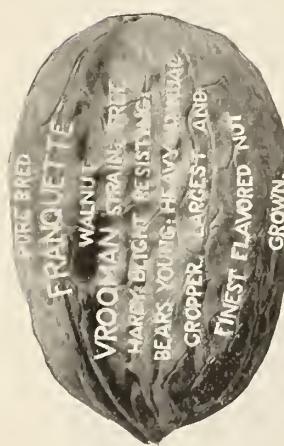
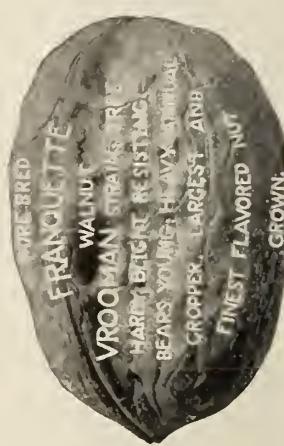
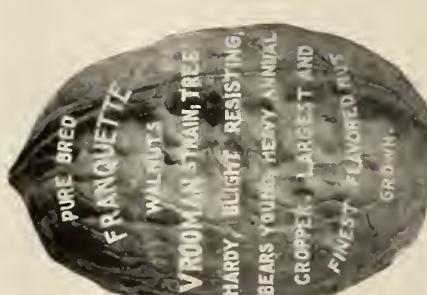
Washington, Opposite Hood River

On the line of the new railroad being constructed as part of the great Hill system down the Columbia River. Fruit lands the same as in the famous Hood River Valley, but lower in price. Apples have taken prizes in competition with Hood River fruit. Earliest strawberries at biggest prices along Columbia River. Buy now before railroad is completed. Prices advancing. Fine unimproved fruit land \$25 to \$40 per acre. Easy terms. Address or see

R. FIELD & CO.
WHITE SALMON, WASHINGTON



THREE YEAR OLD PEACH ORCHARD AT WHITE SALMON



LET US EXPLAIN

To you the difference between pure bred Franquette walnuts—as shown on the border of this ad—and the ordinary English Walnut. When you buy walnut trees, *be positive what you are getting*. Guessing is uncertain and often expensive. Our walnuts for seed purposes and our scions for grafting purposes are all secured from Mrs. E. M. Vrooman's famous grafted Franquette walnut grove of Santa Rosa, California. Her grove contains

ONE THOUSAND TREES ALL GRAFTED

The only large bearing Franquette walnut grove of "all grafted trees" in the world. Write for free booklet describing this "King of walnut groves" and its record. When you buy trees that are descendants of this grove you make no mistake. We guarantee our trees to be pure Franquettes. We cannot tell you much in this small space but let us write you direct. The Pacific slope, generally speaking, is adapted to walnut culture and is destined to become the center of this profitable branch of horticulture. Why not start now? Address

Oregon Nursery Company

Salesmen Wanted

LIMITED

Salem, Oregon



ROGUE RIVER VALLEY, OREGON

The Best Pear and Apple Country in the United States

SOIL—Rich, deep and mellow possessing all the characteristics necessary for the highest state of perfection in the production of the finest varieties of Pears and Newtown and Spitzemberg Apples. **CLIMATE IDEAL**, **NO WIND**—No excessive heat or cold—almost no frost; no excessive rain—average rainfall 21 inches.

Winters pleasant, sunny and mild. **ORCHARD LAND**—May be purchased from Fifty to Two Hundred Dollars per acre. Young orchards from \$150 upwards and producing orchards from \$250 to \$600 per acre. **IRRIGATION**—Our valley thoroughly sub-irrigated yet perfect facilities for irrigation when desired.



A Yellow Newtown Apple Tree. From One and One-Half Acres, S. L. Bennett, of Medford, Obtained the Present Year About \$1400, and Can Repeat the Same Story Next Season. Trees in His Little Orchard Produce 25 Boxes of Apples. Uncle Sam Bennett in the Tree.

ROGUE RIVER PEARS—The fresh fruit car record of the world is held by J. W. Perkins of Medford, who obtained at auction in New York City in the summer of 1905 \$3429.00 for a carload of his Comice pears, and he alone could break that record in 1906, when his best carload sold for \$3450.00 in the same market.

SOME RECENT YIELDS—C. R. Heimroth sold from one and three-fourths acres of Spitzembergs, 587 boxes for \$1174; from three acres Newtown Pippins, 780 boxes for \$1365; total, \$2539. This in addition to sales of culls. All in 1906. M. L. Pellett sold from eight acres of Bartlett pears in 1906, 3000 boxes for \$4500, net on cars at shipping station, aside from sales of culls. W. H. Norcross sold from two acres of Newtown Pippins, not yet in full bearing, 1906, 657 boxes for \$1346.85. The same year, from four acres of Spitzembergs, \$2113.10. This orchard has borne eight good crops in nine years, and the carload of Newtowns sent to London from this orchard in 1906 was pronounced by the dealers to be the best car of the year in that market. Twenty-two acres of pears on the Burrell Investment Company's orchard in 1906 produced 6441 boxes of fruit, which sold for \$8884, f. o. b. cars. F. H. Hopkins received in 1906, from fifteen and one-half acres of Winter Nelis pears, \$9000, f. o. b. Medford. The Bradshaw & Stevens orchard contains three and one-half acres, 250 trees, Yellow Newtown apples, which annually bring returns of \$2500 to \$3000.

For further information and particulars apply to

Secretary of Medford Commercial Club, Medford, Oregon

NIAGARA LIME AND SULPHUR SOLUTION

Made under direction of the

OREGON SPRAY & GAS CO.

PORTLAND, OREGON

ORIGINATORS

This spray is receiving the hearty endorsement of the leading fruit growers of the Pacific Coast. It is helping to make better fruit; the kind that commands the highest price. Our Niagara Lime and Sulphur Solution will be made at Hood River, North Yakima, Albany and Medford. It will be sold at a reasonable price, and barrels can be returned for refilling. *We make no exaggerated nor misleading statements as to what "Niagara" will do. It is a highly concentrated lime and sulphur solution, nothing more, nothing less*

DO YOU WANT THE SERVICES OF THE HEAVIEST RECEIVING . BROKERS . IN . THE . BEST . CITY . IN AMERICA--PITTSBURG, PENNSYLVANIA, THE GREAT INDUSTRIAL . CENTER . EMPLOYING . MORE . HIGH PRICED WORKMEN THAN ANY OTHER TWO CITIES IN THE UNITED STATES OF AMERICA--IF SO ASK

KEALLY & LOVETT

WHO MAKE A SPECIALTY OF DECIDUOUS FRUITS-- GIVE YOU *GILT EDGE, EFFICIENT, INTELLIGENT SERVICE* ON MIXED OR STRAIGHT CARLOADS OF

APPLES, PEACHES PLUMS & PEARS

WE EFFECT SALES F. O. B., IN TRANSIT, OR HANDLE ON CONSIGNMENT EITHER PRIVATE OR AUCTION SALE. IF YOU HAVE THE FRUIT, WE KNOW HOW, SO WRITE, STATING WHAT YOU HAVE TO OFFER, AND WE WILL BOTH MAKE MONEY

KEALLY & LOVETT

PENNSYLVANIA PRODUCE BUILDING
PITTSBURG, PENNSYLVANIA

REFERENCES: *CENTRAL TRUST CO., PITTSBURG, PENNSYLVANIA; ANY REPUTABLE DEALER HERE AND MERCANTILE AGENCIES*



HELM APPLE ORCHARD

We make a special feature of
apple and pear land

Southern Oregon Investment Co.

Harry Silver J. S. Bailey

ASHLAND, OREGON

Our Newtown Pippins are fine quality,
keep better, and bring the highest price.
Pear orchard net yield \$500 per acre.
Land finely located \$30 per acre and
upward.



GORE PEAR ORCHARD

APPLES, PEARS AND OTHER FRUITS FOR THE EUROPEAN MARKETS

W. N. WHITE & CO.

76-78 PARK PLACE, NEW YORK

CONSULT US AS TO BEST MARKETS TO SHIP TO

WE ALWAYS GET THE HIGHEST PRICES

WE SHIP TO THE FOLLOWING MARKETS NAMELY:

LONDON, LIVERPOOL, MANCHESTER, PARIS, HAMBURG, BREMEN, ETC.

FOR INFORMATION REGARDING

NORTHERN PACIFIC RAILWAY LANDS

FREE GOVERNMENT LAND

LANDS OWNED BY PRIVATE

INDIVIDUALS AND LAND COMPANIES

LANDS IN IRRIGATED DISTRICTS

BUSINESS AND INDUSTRIAL

OPENINGS ALONG THE

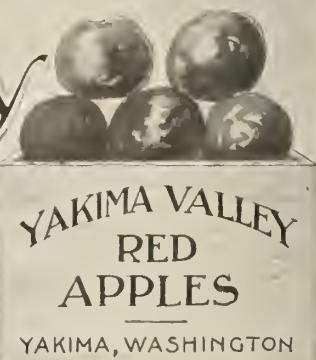
Northern Pacific Railway

Write to

C.W. MOTT

General Emigration Agent,
Northern Pacific Railway.

ST. PAUL, MINNESOTA.



Fine Rogue River Orchard for Sale

Owing to circumstances over which I have no control I will sell my fine twenty-five acre orchard in the Rogue River Valley. Fifteen acres are in Spitzenberg apples, six in peach trees in full bearing and the rest set to Newtowns, Kings, Gravensteins and one row of Ben Davis for pollinizers. The number of Spitzenberg trees is one thousand and they began bearing this year. On the place is everything necessary to conduct a first class orchard, all of which will be included in the sale and among which are: Niagara Sprayer, 100 gallon capacity, with four gas drums; apple house built of stone, double walled and of five cars capacity; six room house ceiled, painted and fitted with running water, running water also in barn; fine heavy farm team educated to orchard work; also all kinds of farm implements, plows, harrows, cultivators, Studebaker buggy, Bain wagon and Electric steel wagon. In addition there are three acres of pasture containing some cherry and quince trees one year old. The place is ideally situated on a hard, smooth road three miles from post office with perfect air, drainage, surrounded by grand scenery and in a climate unsurpassed anywhere

PRICE \$10,000.00

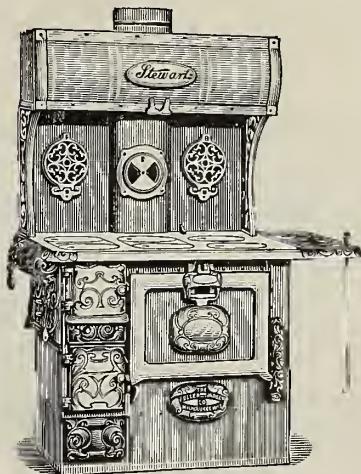
\$4,000 cash, balance payments at 6 per cent.

Address BETTER FRUIT, Box A, Hood River, Oregon, and do not write unless you want a bargain on the above terms in one of the finest fruit countries on the Pacific Coast

HENRY JENNING & SONS Home of Good Furniture

We are agents for the Famous "Stewart" Ranges, which are made in different grades, but one quality, and are guaranteed absolutely against defect in material, workmanship and operation

When in need of house furnishings, call on us. We carry everything to furnish your home complete at the very lowest prices; also have the most complete line of office furniture in the Northwest



Stewart Magnet, 14-inch Oven.....	\$30.00
Stewart Magnet, 16-inch Oven.....	33.00
Stewart Magnet, 18-inch Oven.....	38.00
Stewart Magnet, 20-inch Oven.....	41.00
	\$10.00 extra for Reservoir.

HENRY JENNING & SONS
Second and Morrison Portland, Oregon

STEINHARDT & KELLY

THE VERY
FIRST
CONCERN TO
EXTENSIVELY
INTRODUCE
THE
OREGON
APPLES
TO THE
CONSUMERS
OF THE EAST

The largest and most extensive fruit concern in the world operating in all the fruit growing sections of the civilized globe

EXCLUSIVE PURVEYORS OF HIGH CLASS FRUITS

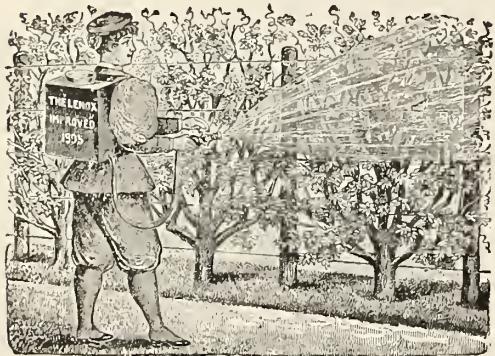
Sole importers into the United States of fresh fruits, both outdoor and hot-house, from Asia, Africa, Europe and Australia

101 PARK PLACE, NEW YORK, N.Y.

WHAT WE SAY WE DO, WE DO DO

SEND FOR IT TO NEW YORK—NEW YORK IS THE PLACE FOR IT—SEASON IS LATE

LENOX SPRAYER \$3.00



NO STOPPING TO PUMP AIR

YES! You will get the regular **LENOX IMPROVED SPRAYER** for \$3.00, two for \$5.00, by sending for it to New York. **BEATS THEM ALL. ALL IMPROVEMENTS.** It will spray trees **TWENTY FEET HIGH**, holds twenty-four quarts, built of Apollo galvanized iron. Never rusts, never leaks; forcible and fine spray. **DON'T TALK LONG.** It will do your **STRAWBERRIES, VINEYARD, GRAPES** and all your small fruits, **POTATOES, TOMATOES, CABBAGE** and everything on your place. **WHITEWASHING** the hen house, cow stables, etc. A well-built machine, with care and if not abused, we will warrant it good for twelve years. Turn nozzle up spray will reach all insects upon the ceilings in stables, breeding nests, in poultry houses, in all crevices and cracks, particularly **THE UNDER SIDES OF THE ROOSTS**, and between the **HORNS OF THE COW**, where most of the trouble comes from.



NO STOPPING TO PUMP AIR,
NO SWEARING

NO AIR PUMP BUSINESS. So easy **A LADY CAN USE IT.** **NO STOPPING TO PUMP AIR** or to **SWEAR.** Compress the bulb you get your spray; stop your pressure and you stop the spray, on the principle of an engine **PLUNGER** pumping water, only much easier. By pressing and releasing the bulb spray continuously reaches top of tree without artificial power. You can put your hand inside of sprayer to wash it out as easily as you would a milk can.

\$3.00

2 for \$5

Just Now!



BETTER MILK AND MORE OF IT

LOTS OF TIMES you can use a knapsack sprayer in places where you cannot a barrel pump. While talking or hitching up the horses the work is done. Handy at any place. Even if you have a barrel pump you will use this one anyhow. Lots of times a patch off yonder ought to be sprayed, but won't pay to hitch up the horses. If this machine is handy John will sling it on his back and the spraying will be done while you are thinking. Send for our circular. **YOU SHOULD KNOW ALL ABOUT IT.** Or perfectly safe to send for the sprayer direct without waiting for the circular. A small can "Sure Destruction to San Jose Scale" sent free with each sprayer, if ordered at once.

A RECIPE issued by a chemist, how to prepare a sanitary lime milk for a whitewash that will stick and stay on the walls of the hen house, trees or stable walls, making insect breeding impossible. Anyone can make it cheaply and quickly wherever located. This recipe will be sent complimentary with each sprayer, if ordered immediately.

Because the
season is late
you get it for
this price



NO AIR PUMPING

REMEMBER this is the regular \$5.00 Sprayer we are talking about, but season now a little late, we would rather sell at \$3.00 than wait until next season to get \$5.00. **JUST NOW** you can have **ONE FOR \$3.00** or **TWO FOR \$5.00**. Order before they are gone. Time counts. **NO LENGTHY LETTERS** necessary. We will know what you want—that you want one of these **LENOX IMPROVED SPRAYERS**, perhaps a couple of them, and that you want them quick, too, but give us your name and address very plainly. **PROMPT SHIPMENT.** We are old manufacturers. **EXPRESS RATES FROM NEW YORK LOWER THAN FROM ANY OTHER POINT.** Newspaper people have known us for over twenty years. We are old advertisers. What we say **WE DO**, we **DO DO**. You can discount all our promises **AT YOUR BANK**.

Remit by express or post money order; no checks taken for this price. Go down to the **POSTOFFICE** now while you are talking about it. You may get your Spraying Solution and the Disinfecting mixture all ready. The expressman will soon drive up to your house with the sprayer and it will be a good one, too, **VERY WELL FIT** even to take orders for, if wanted from neighbors and neighboring towns. **THE LENOX IMPROVED** is the **STANDARD KNAPSACK SPRAYER**, beats them all; you take no chances when you have a **LENOX**. You won't have to stop from work to take it to the machine shop to find out what is the matter with the air-pump chamber or the nozzle, or anything else. No air-pump nuisance in this case. Our Lenox is ever ready, never failing.

Fine for whitewash lime milk to be used in hen house



PRESS THE BULB, THAT'S ALL

Bet Lenox Sprayer Co., 511 Sixth Avenue (Herald Square), New York City

SHIPPERS NEED TO KNOW WHO IS WHO

The antecedent and to date business history of every wholesale fruit and produce dealer, wholesale grocery and hay dealer in the United States is summarized in an expressive and immediately understood abbreviation in our

BIG BLUE BOOK

It contains seventy-five thousand names and in addition to showing the differences in business methods ("XXXX" meaning excellent reputation, "XXX" good, "XX" fair, "X" doubtful, "X—" get special report, "X=" notoriously unreliable.) It also shows their capital rating, also their specialties (like "A" for apples, "Ps" for prunes, "Pc" for peaches, etc.) and further how many cars they handle per year (so that their customers know whether they are buying larger or smaller quantities than their business warrants.) The shrewd shipper with this information can not only avoid dangerous "crooks" but avoid "*well rated thieves*" as one shipper expressed it, meaning firms who have plenty of capital and are well rated by the old mercantile agencies but who take every possible advantage of their distant customers. Right here let us say that the old agencies' ratings may be, probably are, correct from the "bill paying" point of view but that is not so much what shippers need, so much as to know whether they are "bad actors," "rejectors," "knockers," etc. *This class of information is our specialty* and is secured from an every day association with the business transactions of the parties with our large membership. The Adjusting Department, Special Reports, etc., are all valuable to every produce and fruit dealer in the United States. There are several forms of service adapted to the various requirements of shippers, receivers and brokers, which we will be glad to explain upon application.

PRODUCE REPORTER CO.

OGDEN BUILDING, CHICAGO

To Fruit Buyers and Sellers: Having been manager of the Hood River Fruit Growers Union for the past four years, and the Hood River Apple Growers Union for the past three years, I feel that I am doing you a favor when I say that I consider the Produce Reporter Credit Book and Weekly Sheet of inestimable value. E. H. SHEPARD, Editor and Publisher of Better Fruit.

“THE OLD RELIABLE”

ALBANY NURSERIES

INCORPORATED

Offer a complete line of general nursery stock, high grade trees, shrubs, ornamentals, etc., for the fall and spring trade. Our trees may not be the cheapest but they are the best, and you cannot afford to plant anything but the best. Send us an order and be convinced.

Catalogue free on application

SALESMEN WANTED

ALBANY NURSERIES

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ALBANY, OREGON



Fruit and Ornamental Trees, Bulbs

If you intend to buy Fruit Trees or Bushes, Berry Plants, Shade or Ornamental Trees, Shrubs or Roses, be sure you send for our fully illustrated and descriptive Catalog. It contains the right prices on all stocks and gives a complete list of the

BEST SORTS FOR THIS COAST

We are growers and importers and pride ourselves on the quality and size of the stocks we send out. Ask for Book No. 202

Portland,
Oregon

Portland Seed Co.

Spokane,
Washington

If You Raise Fruit



Your equipment
is not complete
without a

Stover Pumping Engine

You know what it is for, use it

Your equipment
is not complete
without a

You know what it is for, use it

THE Stover Pumping Engine is the regular two-horse-power model with pumping jack attached. It will raise 1800 gallons of water an hour to an elevation of 100 feet at the cost of two or three cents. The engine can be disconnected from the pumping attachment and used for all purposes requiring two-horse-power. The Stover is worth looking into if you really want the best engine. Let us send you a Stover Catalog. It is free upon request.

Seattle Spokane Boise

PORTLAND

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or is worth looking
best engine.
Catalog.